FREIGHT TRAFFIC ISSUE

Case history: how one firm cut **newsprint damage** with cushioned cars . . . . p. 39

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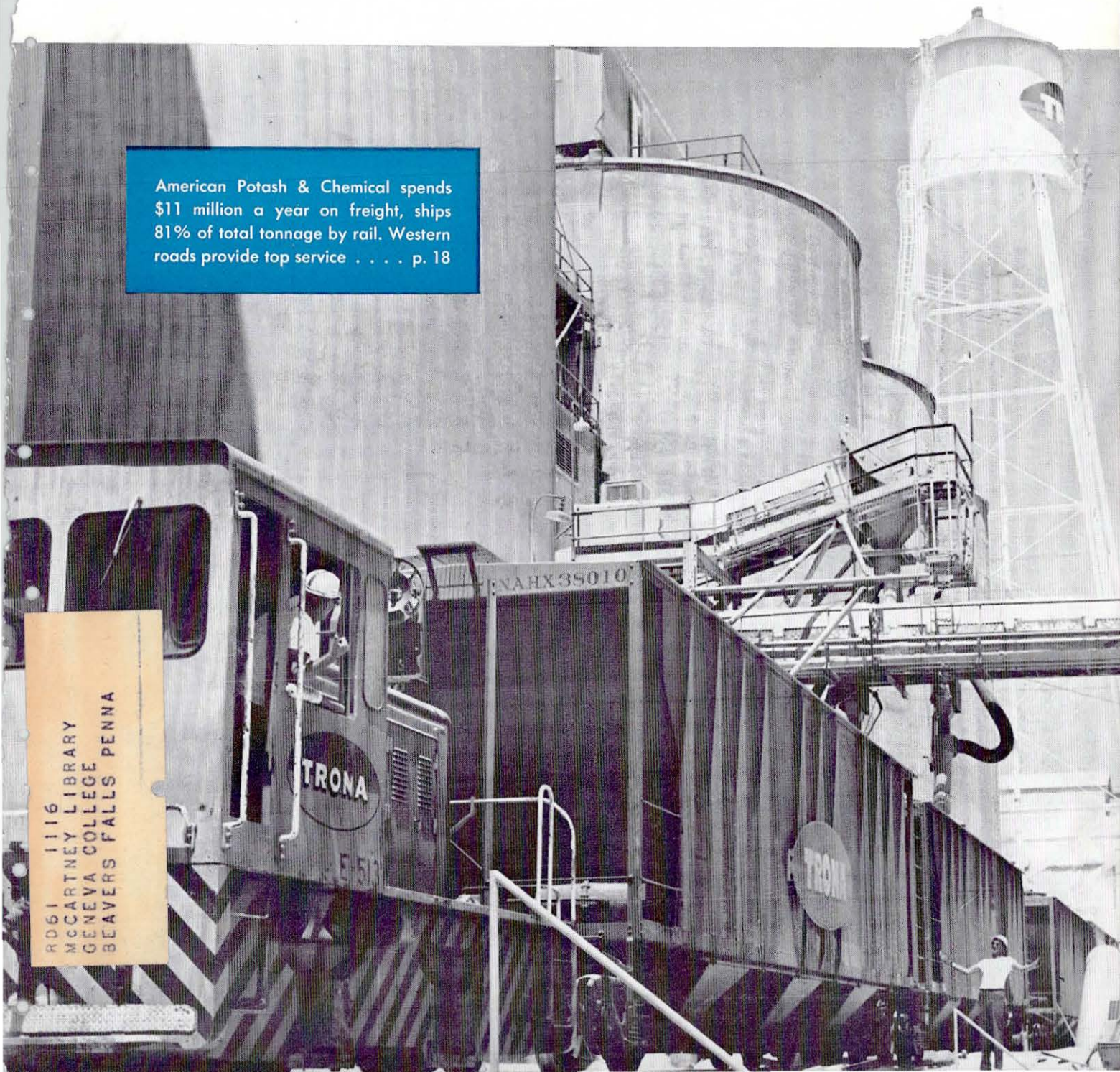
December 18/25, 1961

RAILWAY AGE WEEKLY


American Potash & Chemical spends $11 million a year on freight, ships 81% of total tonnage by rail. Western roads provide top service . . . . p. 18
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Merry Christmas

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SEASON'S GREETINGS

It has been our privilege to be of service to many of you during this year. All of us at the Union Pacific wish to say "thank you" and to extend our sincere Best Wishes for a Happy Holiday Season.

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RAILWAY AGE

WEEK AT A GLANCE

Dec. 18/25, 1961 • Vol. 151, No. 25

Shorter month on Pullmans?

An emergency board has recommended reducing the basic work month of Pullman conductors from 205 hours to 180, with no cut in monthly pay .....p. 9

How shippers view rails in '62

Freight carloadings next year should show an increase over the 1961 figures, but railroads' proportionate share of total ton-mileage may continue to drop p.17

American Potash ships 81% of total tonnage by rail

Basic to the firm's transportation needs are jumbo cars, low freight rates, higher mileage rates and dependable schedules, says its traffic manager, C. M. Quinn p.18

Quo vadis, Mr. Industrial Traffic Manager?

A retired traffic executive uses a half-century of experience to chart a course whereby a traffic manager can increase his value to his company p.22

How an association traffic man works

What does a trade association traffic manager do? What are his duties? How does he serve his organization's members? Here's how one such officer answers those questions p.24

Shippers approve 85-ft car

Southern finds that its big 10,000-cu-ft box car is exciting interest among shippers of many kinds of products besides the tobacco for which it was originally used p.35

CTC automatically makes meets on SP

The road and its affiliates now have more than 2,100 miles of centralized traffic control, of which 523 miles is operated automatically p.36

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RAILWAY AGE

WEEK AT A GLANCE

The Action Page—A Christmas question

This seems like an excellent time of year to ask that the Golden Rule—one of the best known principles of Christianity—be applied to the transportation industry **p.54**

Short and Significant

Class I railroad employment . . .

totaled 715,214 in mid-November—a decline of 0.77% from the preceding month and a drop of 3.6% from November 1960.

Roadblocks to a strong transport system . . .

and steps to deal with the crisis will be the subject of a Transportation Institute sponsored by TAA and 29 other organizations at New York's Commodore Hotel Jan. 17.

Shorter depreciation terms for railroad property . . .

are "vitally necessary," Transportation Association of America has told the Treasury, which is studying schedules of several industries, including railroads.

Roving missile trains have been sidetracked . . .

apparently permanently by the Defense Department, in favor of from 600 to 900 underground bases, which are described as "cheaper" and "just as safe."

A joint seven-phase civilian-military study . . .

of New York area transportation resources will be undertaken by the National Defense Transportation Association. Brig. Gen. C. F. Tank is NDTA project chairman.

Airlines, facing a predicted record loss . . .

of $30 million for 1961, may look to mergers as a way to improve finances. Next consolidation, already approved by company directors, could be Continental-National.

Current Statistics

Operating revenues	
10 mos., 1961	$7,616,191,506
10 mos., 1960	8,029,031,393
Operating expenses	
10 mos., 1961	6,053,005,223
10 mos., 1960	6,349,633,885
Taxes	
10 mos., 1961	831,593,086
10 mos., 1960	869,600,640
Net railway operating income	
10 mos., 1961	406,600,050
10 mos., 1960	503,376,734
Net income estimated	
10 mos., 1961	255,000,000
10 mos., 1960	359,000,000
Carloadings revenue freight	
48 wks., 1961	26,547,857
48 wks., 1960	28,563,635
Freight cars on order	
Nov. 1, 1961	10,297
Nov. 1, 1960	22,900
Freight cars delivered	
10 mos., 1961	27,046
10 mos., 1960	48,351

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Shorter Month on Pullmans?

► **The Story at a Glance: Reduction in the basic work month of Pullman conductors from 205 hours to 180 hours, with no cut in monthly pay, has been recommended by an emergency board. The board also recommended negotiation of a compulsory-retirement agreement under which Pullman conductors would become subject to a retirement-at-65 requirement. Job-freeze proposals were rejected by the board, but it did suggest labor-management conferences to devise a job-protection program for Pullman conductors, which would be recommended to the railroads as owners of the Pullman Company. The board recommended withdrawal of various other proposals and counter-proposals of the Company and the Order of Railway Conductors and Brakemen, which represents the conductors.**

Conductor costs of the Pullman Company would be increased by about $561,000 a year if the conductors get the basic-month reduction, from 205 hours to 180 hours, which has been recommended by an emergency board. The board's report, with this and various other recommendations, was submitted to President Kennedy on December 11.

It passed on disputes in which strike action against Pullman and the Milwaukee had been threatened by the Order of Railway Conductors and Brakemen. Although the issues in both cases were generally the same, the board was required to make separate recommendations, ORCB having been unwilling to enter a stand-by agreement whereby the Pullman settlement of common issues would have been adopted by the Milwaukee. Members of the board were Chairman David H. Stowe, Byron R. Abernethy, and H. Raymond Cluster.

Thirty-eight issues were before the board and discussed in its report. Many of them "have been submitted to and rejected by one or more prior emergency boards," the report noted, adding: "They have been revived and presented again to this board in spite of the fact that pertinent circumstances have not changed in any significant degree since they were last rejected. Some of these proposals, furthermore, could have ramifications throughout a multitude of interrelated rules, the full effect of which could be comprehended only by the parties themselves, who daily live with and administer the agreement."

Failure of the parties to negotiate a settlement was an indication to the board of a "growing deterioration" of relations between Pullman and ORCB. "The Company, like many railroads," the report said, "continues to be faced by a serious and continuing decline in business. This, in turn, has meant a serious and progressive decline in employment opportunities for conductors. The parties appear to have responded to their mutual problem with an atmosphere of growing mutual mistrust rather than with a sincere effort to seek a constructive solution to their common difficulties."

Viewing the case as a whole, the board identified the basic month and employment stabilization as the "matters of major concern." Dealing first with the basic month, the board pointed out that the 180-hour proposal, which it would have Pullman accept, would still not bring the basic month down to the mathematical equivalent of a 40-hour week. It would take a basic month of 170 to 174 hours to do that.

"The 40-hour week has long been accepted and is firmly established throughout American industry, including the railroads," the report said in support of the 180-hour recommendation. As to the prospective annual cost of $561,000, the report had this to say:

"These added costs, unfortunately, must be assumed at a time when the Company's business is and has been declining. But the board cannot ignore the fact that the Pullman Company is in practical effect a financial and operating facility of the railroads which own it or use its services. These added costs, divided among the roads using Pullman services, will not, in our opinion, place an unreasonable burden upon them."

The board rejected Pullman's contention that granting of the 180-hour-month demand would be an invitation to Pullman porters to make a like demand. Conceding that it "cannot know what the porters or other employees of this or other companies may have in mind," the board cited evidence which it interpreted as indicating that "historically the basic month of Pullman porters has not been adjusted simultaneously with that of conductors."

The report's discussion of the "job stabilization" issue noted that there were only 702 Pullman conductors in service as of last June 30—492 on regular assignment and 210 on the extra board. The total compared with 1946's 2,683 and 1960's 727.

The ORCB job-freeze proposal called for a new rule stipulating that no conductor would be "furloughed, dismissed, or placed in a worse condition with respect to his rate of pay, rules or working conditions, because of the termination, cancellation or modification of any contract between the Pull-

Strike Vote Returns Are Due Dec. 27

Dec. 27 is the deadline for two strike ballots being circulated to non-operating union members. One ballot is being circulated nationally to members of 11 non-ops and the other is on the Chicago & North Western to those same 11 and to the Railroad Yardmasters of America, Train Dispatchers, and Railway Supervisors.

The national ballot is an effort to press the wage and rules movement launched Sept. 1 which asks for a 25-cent pay raise and six months' notice for force reductions and job abolitions.

The C&NW ballot is to reinforce demands for job stabilization and other protective rules initiated Feb. 1, 1960. Those demands included one that "employment be stabilized on the basis of jobs in existence May 9, 1959."

Railroads countered the national proposal with one demanding a 20% reduction in pay for some non-ops and a 20% reduction in starting pay for others. Also they demanded that the notice for job reductions and job abolitions be cut back to 24 hours. Notification now varies from two to six days.

man Company and any railroad, or because of the merger, consolidation, transfer or abandonment of any railroad."

The proposal rule would go on to provide that, if the number of Pullman-conductor positions were reduced as a result of any of the changes mentioned in the foregoing, the Company would be obligated to establish a like number of positions on the remaining operations. To illustrate what was asked here, the report gave the following example: "If there were an 11-man run and a 3-man run in a given district, and the 11-man run were either terminated or taken over by a carrier, the remaining Pullman conductor work in the district, which was previously done by three men, would be divided among the total of 14 conductors, at full monthly pay."

Other provisions of the proposed rule would stipulate that if the position of a Pullman conductor were discontinued, and no other assignment were available, he would be entitled to benefits of the Washington Job Agreement.

In recommending that this proposed rule be withdrawn, the board said the "job freeze" phase would apply an "extreme" remedy which "does not represent a constructive approach to the problem." The report added: "It will not preserve work for conductors, but is more likely to destroy the Company and the conductor work along with it."

The board then proceeded to its suggestion that a job-protection plan be developed for presentation to the railroads. The board had in mind protection for Pullman employees affected by mergers and abandonments—not for those laid off as a result of declining business. As to the latter, it saw "no reason for recommending that Pullman conductors be afforded severance pay benefits not generally available in the industry." Of its proposal that the railroads participate, the board said:

"We can see no practical method or equitable justification for imposing upon the Pullman Company alone the responsibility for providing severance benefits to Pullman conductors displaced by mergers between railroads over which Pullman has no control, or by decisions of railroads to dispense with Pullman services, over which Pullman also has no control. In each of these cases, as far as Pullman is concerned, there is simply a loss of business to it . . .

"In each of these cases all of the employees of the railroads involved would be protected by the Washington Job Protection Agreement. The Pullman conductors, whose jobs are affected in precisely the same way and for precisely the same reasons as the jobs of the railroad employees, do not receive the protection of this agreement . . .

(*Continued on page 38*)

WATCHING WASHINGTON WITH WALTER TAFT

• **PASSENGER TRANSFER SERVICES** between railroad stations in Chicago will continue under present arrangements with John L. Keeshin's Railroad Transfer Service, Inc. The United States Supreme Court has refused to review lower-court rulings adverse to Parmelee Transportation Co.'s undertaking to have RTS' contract set aside as a violation of the anti-trust laws.

FOR MORE THAN 100 YEARS Parmelee performed these passenger-transfer services. It lost the job to RTS in 1955, a change which, the railroads said, was dictated by "strictly economic" considerations.

IN THE AFTERMATH, however, came the resignation of Hugh W. Cross as a member of the ICC. He resigned after having appeared at an executive session of a Senate committee which was inquiring into his alleged intervention in negotiations which gave the contract to RTS. Mr. Cross called the charges "baseless," but said their pendency "impairs my further service on the Commission and its proper functioning in the public interest."

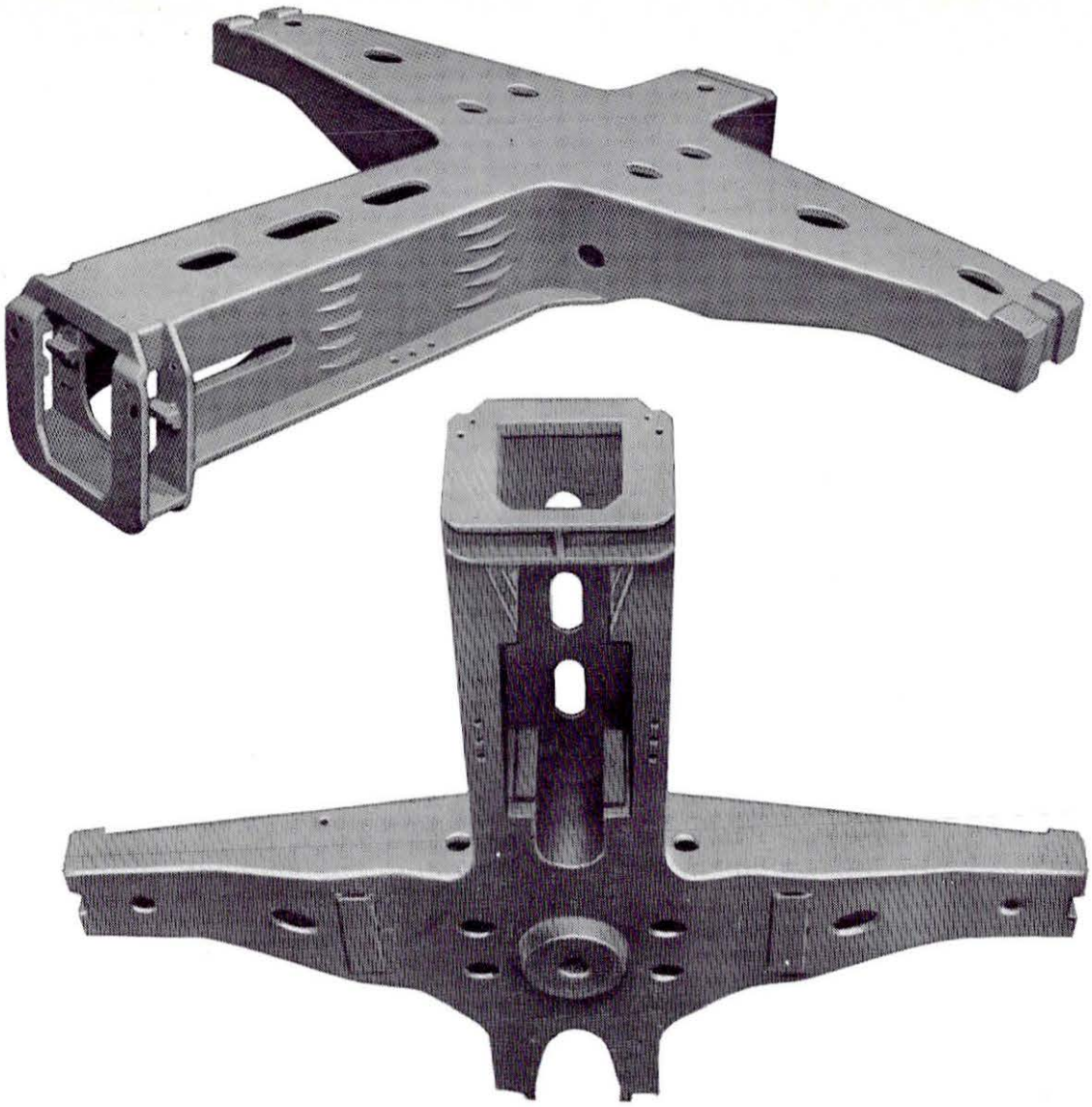
DEFENDANTS named in the Parmelee anti-trust complaint included Mr. Cross, RTS and those Chicago railroads and railroad officers who negotiated the new contract on behalf of the 21 participating roads. The complaint charged that Mr. Cross' alleged intervention on behalf of RTS foreclosed competition because the participating railroads represented the entire Chicago market for the transfer services.

THE LOWER COURTS did not get into the anti-trust issue. They confined the case to the issue of "economic public injury," and Parmelee lost on that basis. Parmelee called this an "irrelevant issue," and its appeal to the U.S. Supreme Court was an unsuccessful undertaking to get the anti-trust issue considered.

• **ANTI-MERGER DRIVE** of the Railway Labor Executives' Association now has formal support from the AFL-CIO. The latter has adopted a resolution calling upon the Kennedy Administration to do "all in its power to block the present merger proposals as contrary to the public interest." The resolution also calls upon Congress to suspend the ICC's power to approve mergers pending a study of "inadequacies" of the present law and Commission procedures.

AS TO ICC PROCEDURES, the resolution says the Commission's handling of pending merger applications reflects "a disregard of the public's stake in preserving adequate railroad transportation which can only be described as irresponsible and shocking." The same "whereas" goes on to complain that important merger cases have been assigned to "inexperienced" examiners, and that government agencies and labor unions have been denied adequate time to prepare their opposition presentations.

• **AIR CARRIERS** now operate over more passenger-service route miles than Class I railroads. Latest figures, compiled by the ICC's Bureau of Transport Economics and Statistics, show that passenger-service routes of domestic scheduled airlines total more than 98,000 miles, compared with the railroads' 94,000 miles. Five years ago, in 1956, the figures were 115,950 for the railroads and 84,200 for the air lines.



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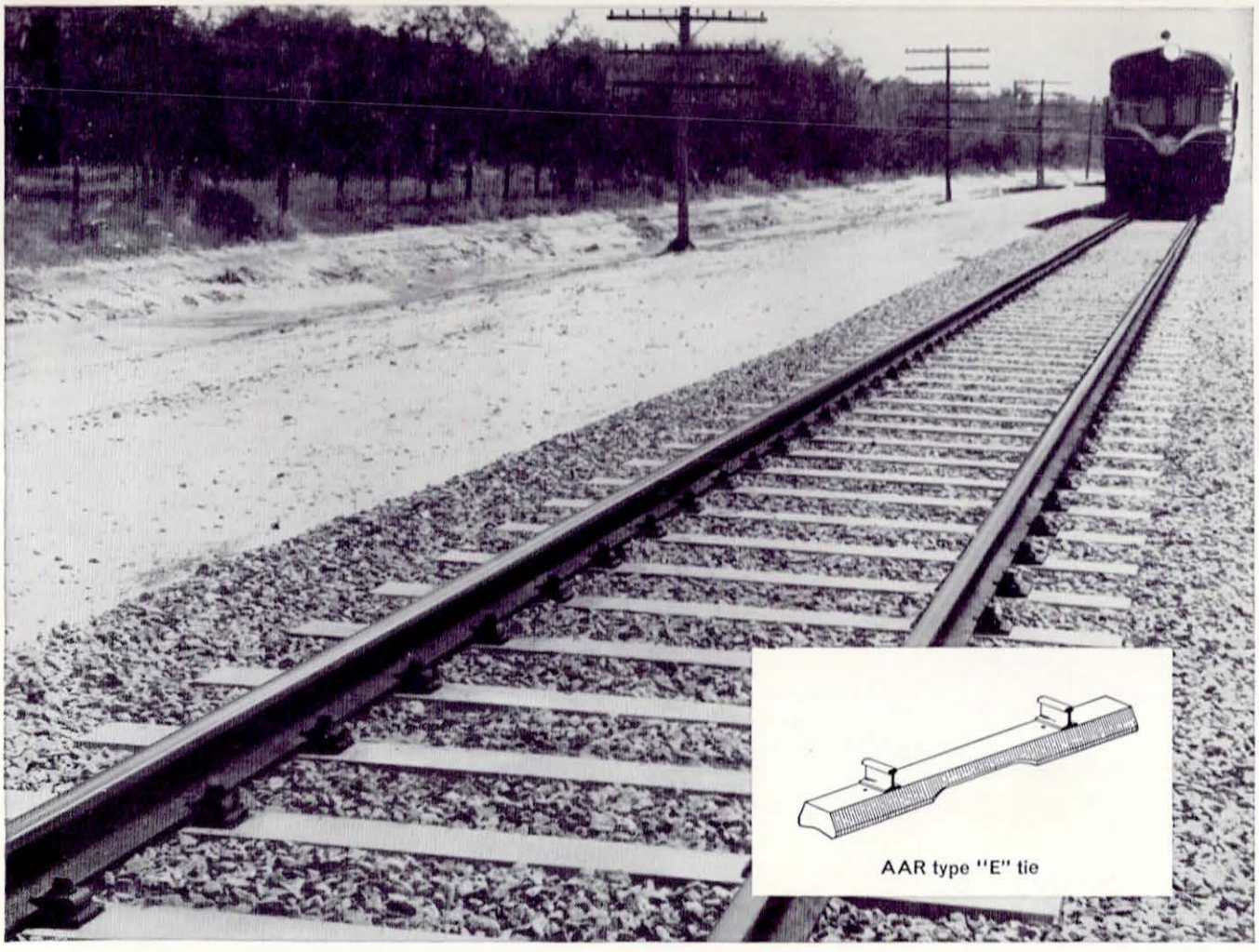

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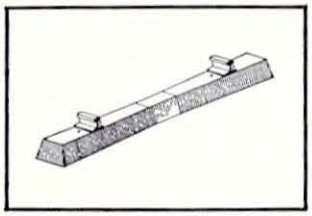
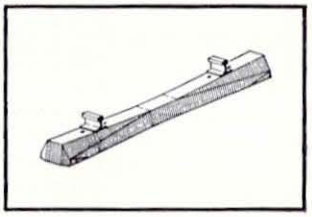
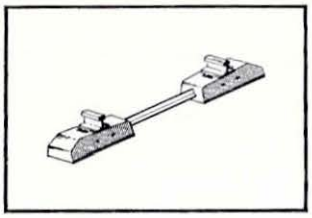
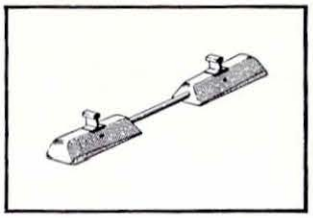
In Europe, concrete crossties are no longer an experiment. A recent investigation in England, Sweden, France and Germany shows wide use of concrete crossties, particularly with welded rails. With concrete ties, wider spacing may be practical. Two concrete ties are given the job of three conventional wood ties. The greater anticipated service life and expected lower upkeep of concrete ties promise big savings in track maintenance. Engineers expect concrete ties to last 50 years or longer.

Write for literature and information on recent installations of concrete crossties. A film is also available. (U.S. and Canada only.)


Gerwick type tie


German B-58 type tie


French R.S. type tie


Swedish 101 type tie

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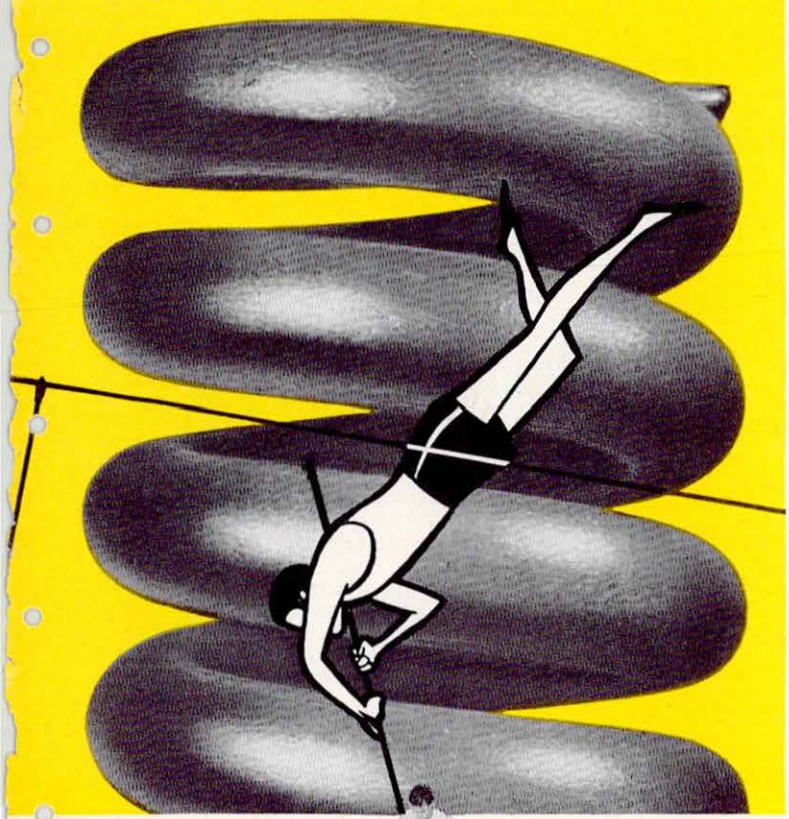

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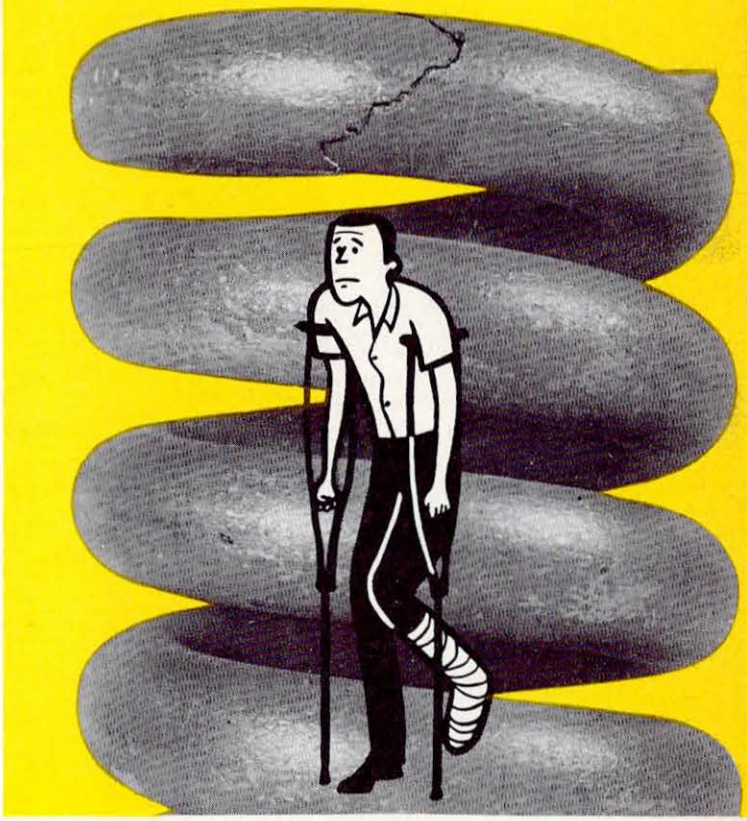

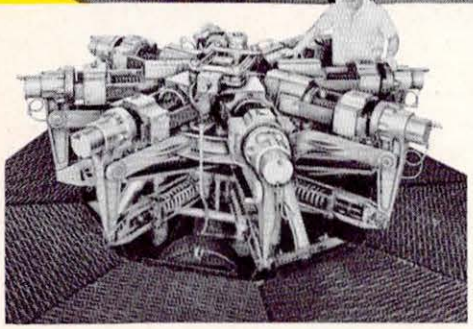

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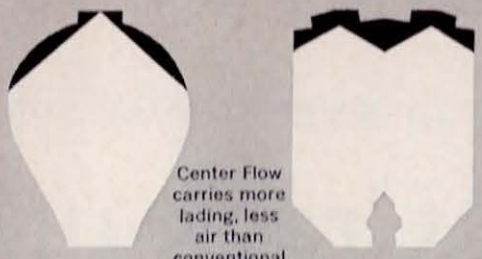
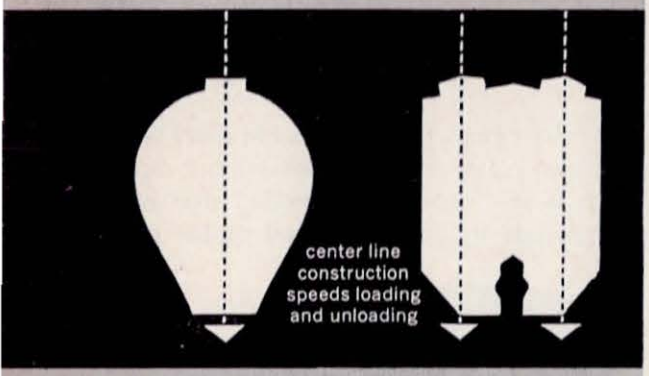
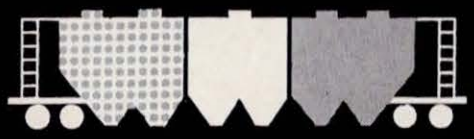


Center Flow carries more lading, less air than conventional cars

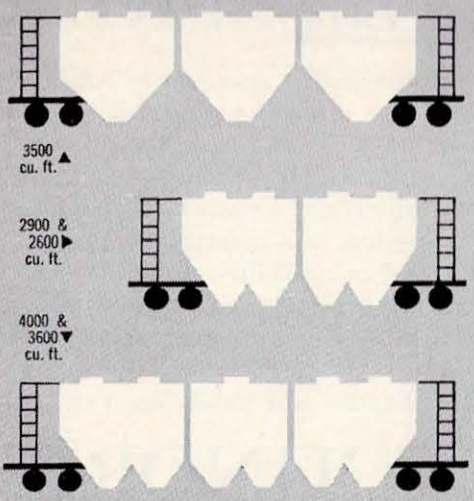


center line construction speeds loading and unloading

all hang-up points and obstructions eliminated, including center sill



carries a variety of ladings without contamination



modular construction permits Center Flow to be manufactured in different capacities.

REVOLUTIONARY NEW

CENTER FLOW

COVERED HOPPER CAR LOADS AND UNLOADS FASTER, CLEANER, EASIER

ACF's new Center Flow can carry a wide variety of ladings, including plastic pellets, chemicals and foods such as flour, malt and other grains. Its clean interior, free from sharp angles and ledges, speeds loading and also facilitates quick discharge with either gravity or pneumatic outlet. The Center Flow's design versatility enables it to be manufactured in different capacities to provide the most economical transport of commodities of varying density. A further design advantage lies in the fact that the number of unloading hookups can be tailored to meet individual requirements.

FOLLOWING ARE SOME OF THE FEATURES WHICH POINT UP THE ADVANTAGES OF THIS REVOLUTIONARY CAR:

LOADING

- Center line hatch arrangement allows for faster, easier loading.
- Light weight increases payload.
- More effective use of cubage.

UNLOADING

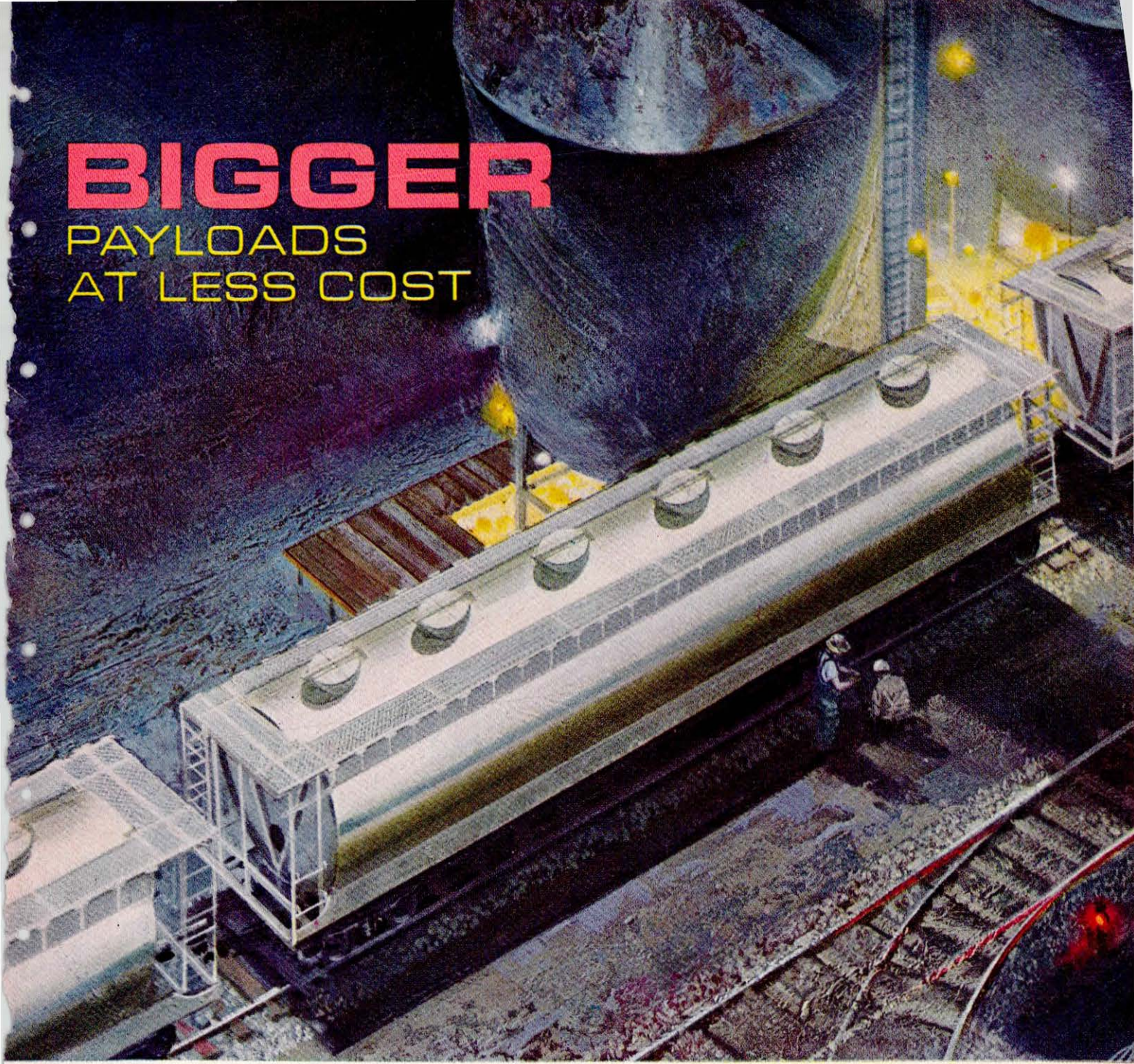
- Center line unloading.
- 50° slope angle allows faster unloading.
- Either pneumatic or gravity outlet.
- Single or double outlet per compartment as desired.

CONSTRUCTION

- Manufactured in aluminum or steel.
- Fewer hatches.
- Elimination of center sill.
- Elimination of side stakes, and carlines.
- Lower center of gravity.

CONTAMINATION-FREE

- Ease in lining preparation.
- "Clean Bore" design—self cleaning.
- Easier clean-out or flush-out.
- Individual compartments.
- Gasketed hatches with screw-down covers when required.



BIGGER PAYLOADS AT LESS COST

The revolutionary new Center Flow is the most advanced covered hopper car ever built. Manufactured in either aluminum or steel, its large capacity enables it to carry bigger payloads than any covered hopper now on the rails, while its clean bore design and center line construction assure quick, clean and easy loading and unloading of dry bulk commodities.

Kaiser Aluminum and Chemical Corporation will be the initial user of these cars, putting the first of 80 aluminum Center Flows in service this month.

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AMERICAN CAR AND FOUNDRY
DIVISION

ACF INDUSTRIES

JERVIS LANGDON, JR.
PRESIDENT

"The best thing about Railway Age is that it stirs things up. It is constantly throwing challenges - either in the form of reports as to how other railroads do jobs better or in the form of editorials that question the principles - or some of them - by which we are trying to remain competitive in this crazy transportation world.

"I hope the day never comes when Railway Age is satisfied either with itself or the industry it serves so well."

Jervis Langdon Jr.

How Shippers View Rails in '62

Proposition

This month's Traffic Poll is an attempt to forecast, at least roughly and by comparison with 1961, business conditions and transportation requirements for 1962.

Questions

(1) How do you expect your company's overall business in 1962 to compare with 1961?

Better	54
Same	10
Worse	0

(2) How do you expect your total transportation requirements in 1962 to compare with those in 1961?

Larger	52
Same	12
Smaller	0

(3) How do you expect your total use of railroad transportation in 1962 to compare with that for 1961?

Larger	40
Same	19
Smaller	2
Variable	3

(4) Do you contemplate any major changes in your transportation policies within the next 12 months?

Yes	18
No	46

Railroads can expect to carry more freight in 1962 than they did in 1961—but may suffer a further decline in their proportionate share of the country's total ton-mileage.

Those, at least, are the basic conclusions emerging from this month's Traffic Poll.

The final results, as tabulated above, closely bear out the preliminary findings drawn from the Poll, as reported in RA, Dec. 4, p. 124.

About 84% of those responding look for better business in 1962, with detailed predictions varying from "slightly" to "around 15%." In some cases, new products, plant expansion, or other increases in company activities are cited to support the optimistic outlook.

Total anticipated transportation needs, as might be expected, follow almost the same pattern. Two men do foresee improved business unaccompanied by any increase in transport use. In both cases their business prediction (under Question 1) is modest, and is hedged with some uncertainty.

On the other hand, only three-quarters of those who see a need for more total transport (62% of all respondents) expect to use more rail service in 1962 than in 1961. Most of the others think they will use about the same amount; two say they will use less. Three replies, tabulated as "variable," said there would be "more use of rails in some areas, less in others," or "greater utilization of piggyback, possibly less of regular freight."

Analyzing the replies in another way shows that 11 men expect their companies to do more business, but to use the same amount of rail service. One looks for more business with less use of rail freight; and one predicts less rail use for a 1962 business volume equal to 1961's.

Three men take an opposing viewpoint, in that they expect to ship more tonnage by rail even if their company's business does not increase. One, however, explains this by saying "Railroads have regained some traffic as a result of more competitive rate publications in recent months. They should get even more benefit from these reductions next year."

A sizeable segment of replies, in fact, emphasize the rate angle. "If," says F. L. Thomas, traffic manager of the Wisconsin Canners Association at Madison, "certain rate proposals now under consideration receive favorable action, as now appears likely, our carload movement into all sections will probably increase, especially into South, Southwest and Western Trunk Line Territory. To the East, a reduction in rates and an increase in minimum weights on C/L canned foods would indicate a substantial increase in rail movement." Another man, who asks not to be quoted by name, suggests that "any increase in rail transport will be due to rate action recently completed."

Other replies point out that service also will be a major factor in amount of business shipped by rail. The traffic manager for a southern company which expects better business and more total transport requirements, indicates he will use more rail, "provided service does not worsen." An eastern traffic man—historically a consistent rail user—says he "hopes" to use more rail service in 1962, but notes that his company was "obliged to curtail use of LCL to a noticeable extent during the first six months of 1961, because of slow and deteriorating service." Another easterner says flatly that the percentage of his company's tonnage moving via rail in 1962 "will depend on ability to improve carload and less-carload service."

Both rates and service were combined in a reply from a Pennsylvania company which plans to use more rail service to handle larger business. "If Plan III piggyback continues to develop," this answer says, "we can see the possibility of a greater switch to rail—but only if rails continue their service and hold the Plan III rate level."

Proper equipment continues to be an important factor with other companies. "We anticipate that 1962 will be a good year, due to expanded operations," says E. E. Allison, director of traffic, Anchor Hocking Glass Corp., Lancaster, Ohio.

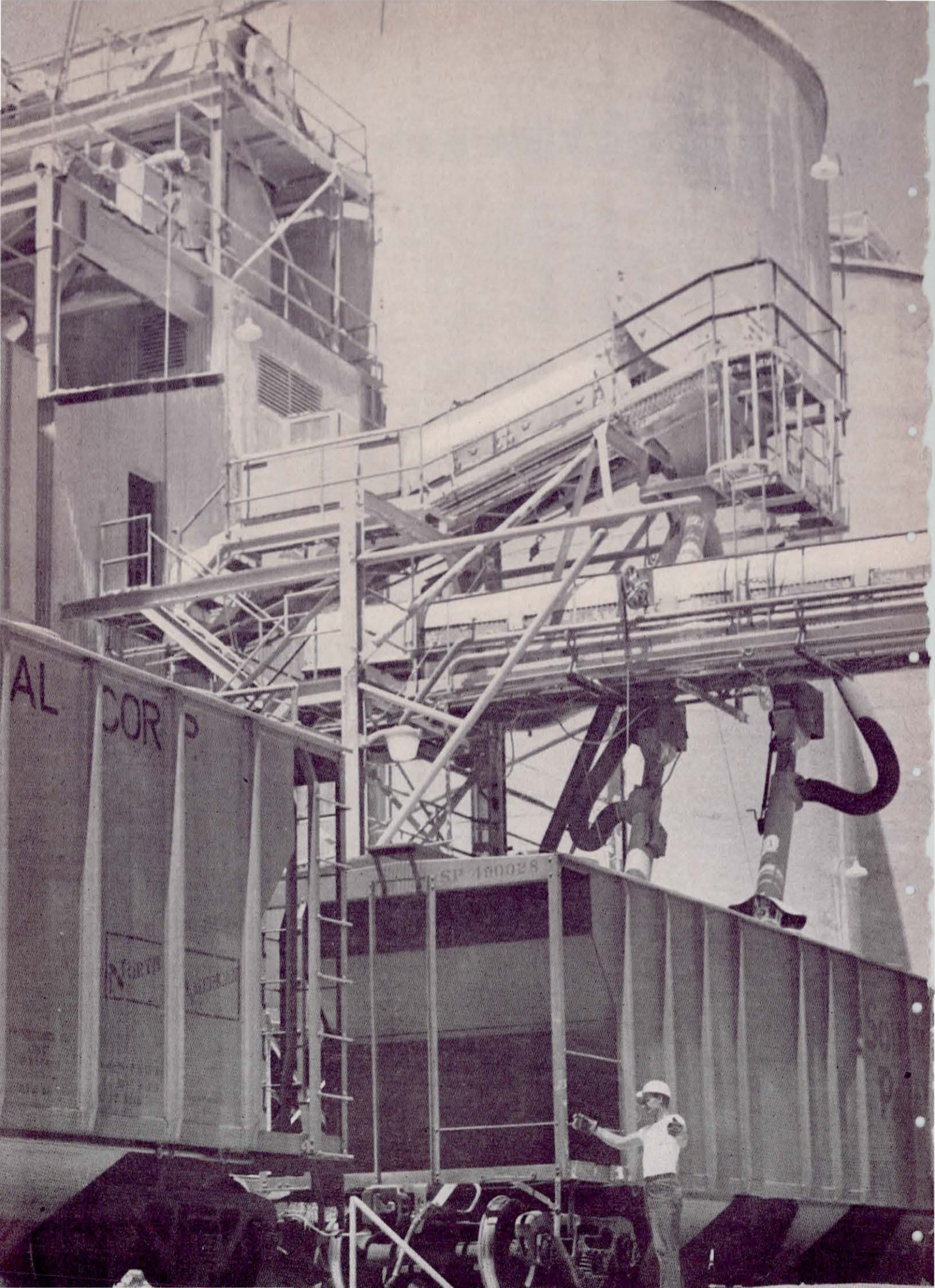
(*Continued on page 32*)

CHANCE FOR SINGLE-TRUCK FLATS

How about some cheap, single-axle, depressed center flat cars for piggyback movement of construction equipment?

The question was raised by C. R. Shively, traffic manager, LeTourneau-Westinghouse Co., Peoria, Ill., in his Poll reply, which reads as follows:

"We will need many more depressed-center flat cars [to handle increased business and increased transport needs]. Our off-highway truck bodies now reach 15 ft in height, but weigh only 17,000 to 26,000 lb. They can be side-loaded. But railroads are not even thinking about some *cheap* single-truck flat cars to accommodate them. If a truck company's people see a load they can't handle, the next day or so engineers from highway trailer manufacturers are in here to examine the load and come up with a trailer to handle it. Lightweight, single-truck, depressed-center flat cars could be built by the railroads themselves out of metal they are cutting up in scrap programs. Don't railroads want this business?"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American Potash Ships 81% by Rail

► **The Story at a Glance: Jumbo cars, low freight rates, higher mileage rates, dependable schedules — give American Potash & Chemical Corporation's traffic department these four and its transportation problems would be minimized.**

As it is, Traffic Manager C. M. Quinn regards AP&C's railroad relationships with some satisfaction. Carriers serving the company's plants normally provide an adequate car supply; freight rates have been adjusted, where AP&C can show a good case for need; service, particularly in the West, has a good dependability record.

But things are not so good they couldn't be better. AP&C's leased fleet of covered hopper cars would probably grow quickly if mileage payments were increased. Effective use of each jumbo car would be increased if heavier loading were permitted. Customers would be happier if service dependability were upgraded east of the Mississippi River.

That's the way Cy Quinn looks at the transportation medium that handles more than 81% of his company's traffic.

You wouldn't expect a man named Cyril Michael Quinn to back away from controversy—so it's not surprising that he holds ideas on certain phases of transportation that would bring pained outcries from some segments of the railroad industry.

Take his views on equipment capacity, for example. American Potash & Chemical is a major producer of high-density, low-value commodities. Quite naturally, it's interested in high-capacity cars, and rates based on high minimum weights. AP&C today leases a fleet of 235 covered hoppers—including 50 new 3,500-cu-ft cars—from North American Car Corp. Much as Cy Quinn loves those jumbo cars, AP&C has been forced to call a halt to further acquisitions. Why? "Inadequate compensation—we can't afford to pay for cars that don't pay their way, and we can't come out whole on a 4½-cent mileage rate."

There's another aspect to the problem—also controversial. AP&C can't fill a 3,500-cu-ft car because of the density of the lading—and because maximum weight on rail must be held to 251,000 lb. As Mr. Quinn sees it, this restriction "is costing the railroads tonnage, it's costing them money and it's preventing full use of cars." He thinks it's time for an upward revision of the weight limitation.

AP&C's position on the weight restriction is simple—limits could be increased because they are being surpassed anyhow.

Mr. Quinn cites the experience of one road which, he says, has permitted overloads of up to 30,000 lb for the past three to four years "without accident or other trouble so far as I know." But, he points out, trouble comes at interchange points. "Some connecting lines will take an overload —though not as much as 30,000 lb. And then there's one that I don't think will accept a car that's a pound overweight."

If big cars could be used to their maximum efficiency, Mr. Quinn contends, "railroads would have less terminal expense, less switching, less paperwork. One car would be doing the work of two. . . I'd think railroads would latch onto this with glee." Some are, he concedes—but most aren't. [For a fuller exposition of the other side of the heavier-loading story, see "What Today's Heavier Wheel Loads Are Doing to Your Rails," by G. M. Magee, RA, Mar. 6, p. 16.]

As for rolling stock itself, AP&C doesn't much care whether it's company-leased equipment or carrier-furnished cars (so long as the leased equipment pays its way). In addition to the 235 covered hoppers leased from North American, American Potash has 50 custom-designed tank cars for sodium chlorate movement. The tanks, equipped with an AP&C-designed sprinkling system, are loaded dry—but at destination water is introduced and the chlorate comes out in solution.

About 85% of the company's cov-

(*Continued on page 40*)

AP&C OPERATIONS at Trona, Calif. —where a $12 million expansion program has been under way—keep the company's fleet of leased covered hoppers busy. Production of primary products at the desert plant last year totaled 784,062 tons.

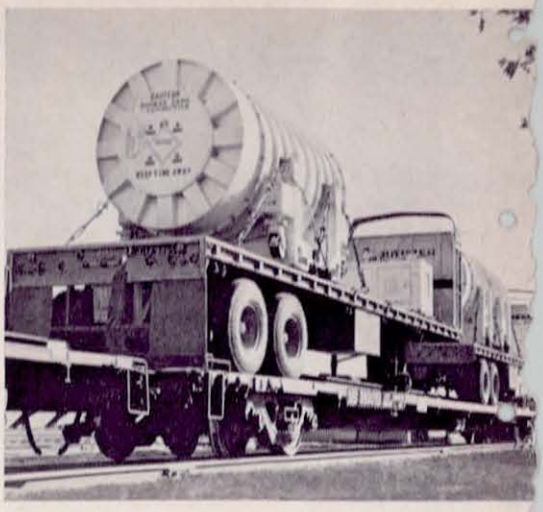
AP&C: IT'S BOTH SHIPPER AND CARRIER

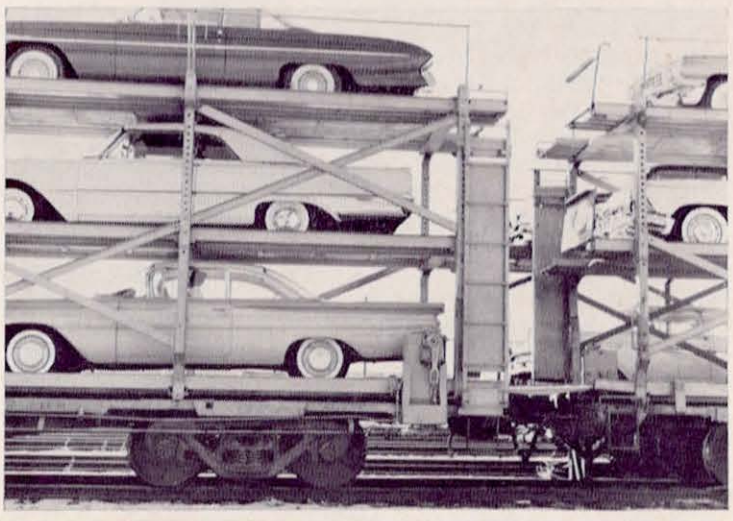
American Potash & Chemical Corp. had to build a railroad before it could build its "liquid mining" plant at Trona, Calif., in the Mojave desert 30.5 miles from the nearest railhead. And as of 1961, almost 50 years after it was built, that railroad—the Trona—is still putting in a good day's work, serving AP&C and several other industries on the route between Trona and a junction with the Southern Pacific at Searles, Calif.

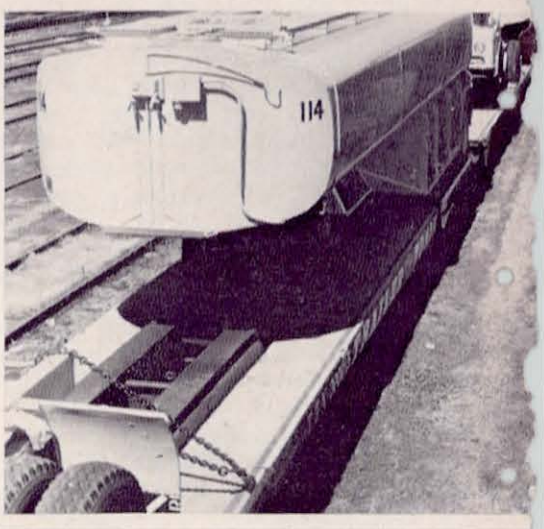
At one time, the Trona operated under jurisdiction of AP&C's traffic department. Now it's operated under an independent identity, with executive officers based in Los Angeles and operating officers on the property at Trona.

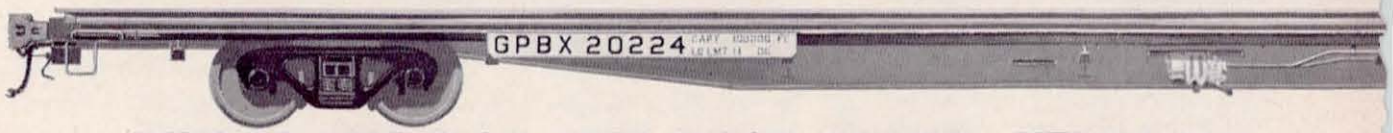
From Trona, AP&C ships such products as potash, borax, boric acid, soda ash and salt cake. Shipments go nationwide —and a sizeable market for potash and borax has been developed overseas. About 12% to 15% of the company's total tonnage moves for export through the port of Los Angeles—primarily potash to Japan and Hawaii, and borax to worldwide markets.

In addition to the Trona plant, AP&C maintains facilities at Henderson, Nev.; Aberdeen, Miss.; West Chicago, Ill.; and Vernon, Calif. Major improvement and expansion projects under way or recently completed at three locations—Trona, Henderson and Aberdeen—are accounting for new capital expenditures totaling about $40 million over the period 1960-62.

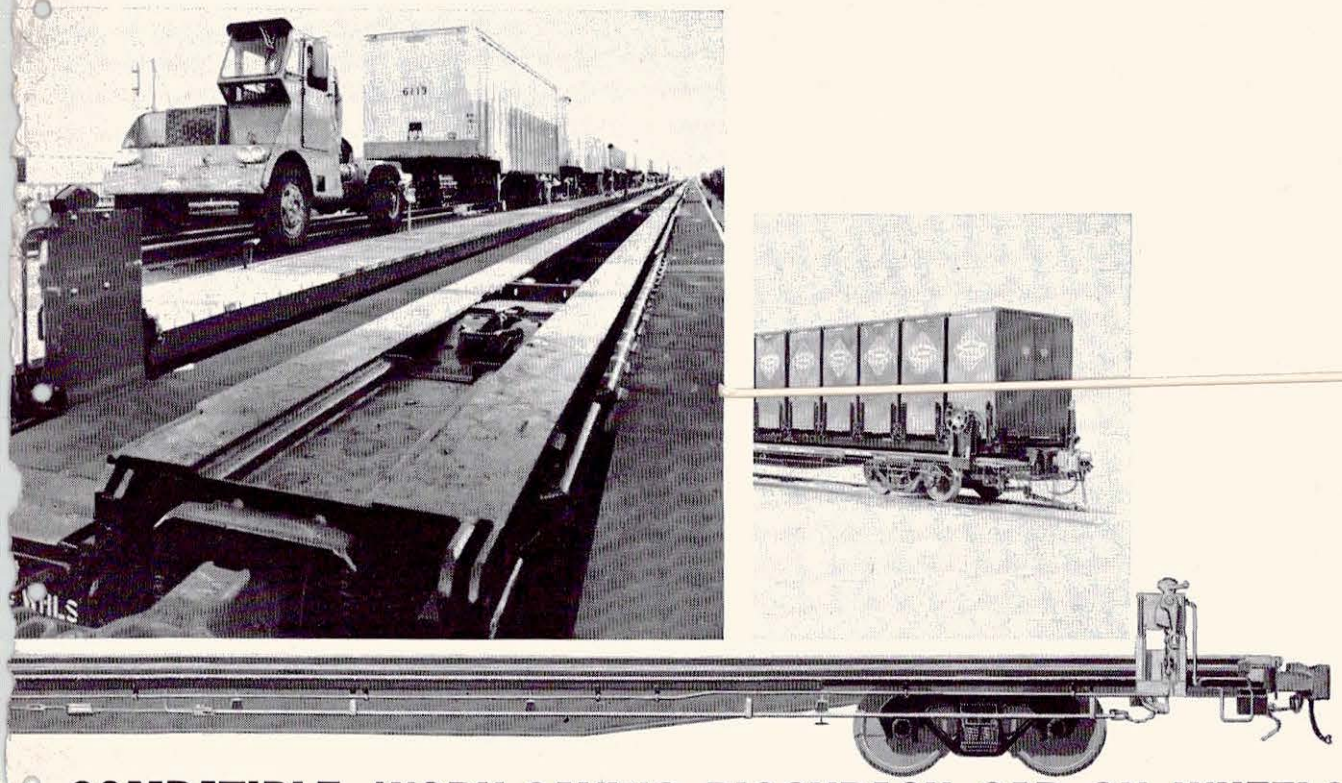








THIS IS THE G-85; THE MOST USEFUL, VERSATILE,



COMPATIBLE, WORK-SAVING PIGGYBACK CAR ON WHEELS.

How is it better than other piggyback cars? Its guide rails are at the center, not at the side. This permits wider loads. The tractor driver can load or unload the G-85 himself . . . alone from inside the cab. No other piggyback car with 33″ wheels offers as much clearance. No other piggyback car can be adapted to a greater number of uses than the G-85. Chicago, FInancial 6-4100.

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Quo Vadis, Mr. Industrial Traffic

By W. J. BAILEY

Retired Vice President—Traffic
West Virginia Pulp & Paper Co.

Is the profession of industrial traffic management advancing or receding in its epic struggle for executive status?

History imposes an obligation on the present generation of industrial traffic managers to leave a heritage of favorable climate for future ascendancy of the profession in the current trends toward consolidation—and toward decentralization—in industrial and commercial organizations.

The next generation of industrial traffic managers has a clear ultimatum to meet—by studious preparation for wider responsibilities—the challenge which those trends present.

Many industrial traffic departments are a unit of a division which also includes other departments. Who heads up these divisions as consolidations are formed? Not very many, unfortunately, from the ranks of the traffic profession —even though traffic men are often better qualified for bigger responsibility than many top management people seem to realize.

This is not to condemn the trend toward consolidation of departments—or toward decentralization. These are natural economic phenomena, as modern and basic as research. But there is good ground for concern as to the future role of the industrial traffic manager in the light of these revolutionary administrative developments.

Unless the younger, and next, generation of traffic personnel are noticeably qualified to compete for positions of command in departmental consolidations, industrial traffic management is in grave danger of becoming a by-product of an administrative division.

Acceptability for command or leadership calls for much more than seniority rights and claims for recognition. It calls for eminent suitability, through:

- A proven record of "Traffic's" important values to the company;
- A comprehensive understanding of the company's operations and objectives, and of the functional activities of related departments; and
- Visible and proved administrative ability.

A traffic manager who, just to be a good traffic executive, knows all he should know about his company, its operations and objectives, and its raw materials, products and markets, is at once qualified to compete for jobs of responsibility in any department, except such highly technical fields as engineering and accounting.

Thus, even in situations where the growth rate of industrial traffic management itself may have reached its culmination, opportunities for workers in the traffic field are not necessarily thereby limited. They can and should aspire to, and be trained for, wider horizons in companies which are following the trend toward consolidation. A competent and diligent junior traffic executive has, in fact, a unique opportunity to develop the basic sufficiency to qualify for positions of command in administrative divisions of consolidated departments.

That opportunity exists because "traffic" penetrates every function of a company. The traffic department's own major function is to understand and improve the company's transportation economy in matters of service and cost. The traffic manager, if he follows a well-ordered course in pursuit of this objective, must necessarily absorb, through exposure, a general knowledge of the company's internal and external operations, its raw materials, its products, its markets, and its competition.

Through close and intimate associations with other departments he can engage the machinery of his organization to serve the economic needs of the company most effectively. He can enlarge the values of his department through participation in problems of competitive marketing, sales, distribution, packaging, production, purchasing and even engineering.

In many cases, for example, new and costly plant construction dictated by geography of distant or marginal markets can be eliminated by a progressive traffic department through enlightened negotiations for market-competitive treatment of long-haul rates, —thus, in effect, bringing the company's production units closer to its potential markets As another example, the traffic manager who is properly informed about and concerned with inventories of raw materials and finished products, and the investment in them, can cooperate to maintain these inventories at minimum levels.

In sharing these and other responsibilities, the traffic manager naturally acquires a more comprehensive understanding of the operating economy of his company. And he establishes a homogeneous relationship between his and other departments concerned.

The value of his contribution will become even more noticeable if he pursues an enlightened course of participation. This can lead to his inclusion in the higher councils of company administration, at the level where management assesses performance and competence and gages men for positions of wider responsibility.

The test of suitability, of course, has wide dimensions, which go far beyond such basic qualifications as a general understanding of the philosophy, operations and objectives of the company, and a vested knowledge in the area of direct concern. The test embraces also the following attributes essential to intelligent, responsible and tactful administration:

Administrative ability; responsibility and integrity; compatibility; creativity; analytical capacity; facility of expression; poise; job maturity; cooperative disposition; statesmanship; vision; resourcefulness; initiative; decision; dignity; and tolerance.

Additionally, an engaging personality is of inestimable worth. The virtues of humility, and of good character and morals, are high in asset value. Adult behavior in conferences with superiors and in relations with top management and with heads of other departments is noted with approbation. This latter quality is marked by judgment grounded in deliberative, mature and informed consideration, and sound and rational assessments and dispositions. More respect is usually gained by asking for time to express opinions on complex questions than by the alternative of snap or uninformed judgment.

Observance of these principles and procedures in job conduct will contribute visibly to the capacity of the competent and aggressive traffic man for higher responsibility, and in competition for position of command in departmental consolidations.

So will a sound educational background, whether it be obtained from external academic or professional sources or internally within the company. It should be noted, however, that modern trends in transportation pricing policies make a studied knowledge of ancient rate history and background —"deep roots in the soil of the past"— far less essential than a sound understanding of present-day company economy.

Career men of vision will recognize the exigency, under current trends, of adding a new dimension to equip the traffic executive for wider horizons of administration.

The traffic manager who has reached,

Manager?

or who seeks, executive status in a highly decentralized organization faces added problems; he must become a dual personality in a staff system of administration.

Under centralized management, some departmental administrative heads were line officials or delegated representatives of the chief executive, and were recognized as such at the unit or plant level. In a highly decentralized system, the local manager is clothed with authority just short of independence. He is charged with almost complete responsibility for the successful performance of his unit—though central office staff personnel is at his service and command in connection with his objectives, operations and problems.

It is natural for the unit or plant manager to have both pride and zeal in his office of command. Though he will be receptive to counsel and assistance, he cannot conceivably have 10 bosses at headquarters. So he has one—the president—plus, perhaps one line vice president.

The central office department head is still an arm of the executive, but this status yields to an auxiliary association with local management. Under this relationship, the central office man becomes a part of each unit in turn as his services are offered to and used by that unit. The general traffic manager, for example, says in effect, to the unit or plant manager: "I am your general traffic manager when I am working for your plant." It's important to remember, too, that compatibility is the keystone and dignified humility the touchstone of effective participation by a central department in a decentralized organization.

The responsibility of the central office man is to anticipate the need for his services and talents, and to offer them at the right time or to make them available on request in terms acceptable at the plant or local level.

In most cases, the central department has accumulated a fund of experience and knowledge which can be of immeasurable worth to the various units, but the projection of these values to the operating level is an important function worthy of the highest degree of administrative perfection in its discharge.

Specifically, central office values should be utilized and extended without impinging upon the authority, responsibility or sensitivity of management at the plant or unit level, which has a vested right therein. Enlightened management at both levels will see that those values are exploited, and not wasted or allowed to stagnate through immaturity, indifference or incompatibility in lower echelons.

Under such circumstances, economic values of a central traffic department under a decentralized system can be sustained and improved for the benefit of the company as a whole. A program carefully designed for that purpose, grounded in feasible and acceptable principles, should prove extremely effective.

Such a program might include:

- Adopting the philosophy of a traffic service department in a company-wide cause.
- Keeping informed about local transportation physical and economic problems, and sharing in decisions and responsibility for their solution.
- Schooling local traffic representatives in procedures, while giving them maximum identity in conduct of internal and external discussions and negotiations under enlightened leadership.
- Conducting a progressive program of information service—digested and concise—to keep plants currently informed on matters of interest.
- Holding company-wide seminars for exchange of views and practices, and extension throughout the company of those found most promising.
- Cultivating friendly relations at plant management level for automatic participation in identification and solution of plant problems.
- Suggesting participation in plans for perfecting the transportation economy at the local plant level.
- Maintaining constant liaison with each plant or unit through visits and communications.
- Proposing and encouraging joint studies of local transport problems.
- Interpreting and considering over-all company policies and interests in assessing and advancing local projects.

If the central office department head fails in his obligations, or is unable to "market" the services and talents of his organization, the department will erode through limited use. The company will lose important values. The men in the ranks of the central organization will lose interest, and opportunity for recognition and promotion. And the central department will vanish as a goal of advancement for the local traffic men. In short, a wealth of accumulated values will become an economic waste.

If, on the other hand, the central office department head succeeds in winning the respect and confidences of local management throughout the company, and thus establishes a close and effective working arrangement with the various units, he and the local organizations can evolve plans for maximum contribution at minimum cost at both levels.

The ideas—on increasing the traffic manager's value to his company and himself—which Mr. Bailey expresses in the accompanying article are a product of his near half-century of active participation in railroad and industrial traffic work.

Starting in 1908 as a clerk for the Grand Trunk Railway (now Canadian National) at London, Ont., and Windsor, Mr. Bailey became a freight solicitor for the Milwaukee at Detroit in 1912, and traveling freight agent for the Cotton Belt, also at Detroit in 1915.

In 1918, he entered the industrial field as traffic manager for Chevrolet Motor Co. at Flint, Mich., being promoted to assistant traffic director at New York in 1920. From 1921 to 1930 he was director of traffic for Durant Motors, Inc. at New York and Lansing, Mich., and for the next four years held the same position with the Electric Auto-Lite Co. at Toledo.

He joined West Virginia Pulp & Paper Co. as general traffic manager in 1934, was elected a vice president and a director in 1943, and held those positions at New York until his retirement in 1957.

During World War II Mr. Bailey served as a consultant to the late Joseph B. Eastman when Mr. Eastman was director of the Office of Defense Transportation.

How an Association Traffic Man Works

► **The Story at a Glance: What does a trade association traffic manager do? What are his duties? How does he serve his association's members? Here's what Lloyd Meyer, director of transportation of the Northwestern Lumbermens Association, at Minneapolis, told Railway Age in answer to those questions.**

"We provide for our members the same service they would get from their own traffic manager if they could afford to employ one."

That's how Lloyd Meyer, who heads the traffic department of the Northwestern Lumbermens Association, sums up the job which he, his assistant, and their secretary, do. In general terms at least, their work can be considered fairly representative of that performed by traffic departments of dozens of national or regional trade associations in all parts of the country.

Mr. Meyer's own association, headquartered in Minneapolis, has around 2,000 members who operate some 2,500 retail lumber yards, principally in Minnesota, North and South Dakota and Iowa, but with a few also in Wisconsin and Nebraska. The membership roster ranges all the way from "one-man" yards doing a few thousand dollars of business annually to large companies operating up to a hundred yards with total sales running into millions of dollars. Dues are based on sales, with a prescribed minimum per year, which may be recouped several times over in services rendered by NWLA.

Those services are numerous and varied. The association, for example, retains legal counsel in Chicago, Des Moines and Minneapolis. Complete legislative services are rendered to dealers in the association's four principal states, and also on a national level through affiliation with the National Retail Lumber Dealers Association. NWLA arranges for group, hospital and life insurance. It publishes a monthly magazine, supported by advertising of materials and services purchased by retail lumber dealers. Each year, conventions are held at Minneapolis and Des Moines to acquaint dealers with new products, as well as with methods of merchandising materials sold through lumber yards.

Mr. Meyer and his staff, however, are primarily concerned with traffic services—and find more than enough such work to keep them amply busy.

Their biggest single job is to audit freight bills for NWLA members. They will make a complete audit of such bills each year for any member who requests the service, at no extra charge above regular membership dues. The total number of bills thus audited annually may run from 400,000 to 450,000—a number which can be handled because many are minimum bills and most of the others cover a fairly standardized line of commodities moving on "pretty well-established rates and routes." On coal, for instance, NWLA keeps current regular tables of rates from each important originating point to each membership destination. In this way, association traffic people can check rates without hunting through complete tariffs for each bill audited.

Any refunds which may be obtained are paid directly by the carrier to the NWLA members entitled to them. In some cases, particularly for smaller yards, such refunds may amount to more than annual dues.

A somewhat similar service to members is the handling of freight claims—and closely allied with that is a continuing effort to reduce claims. To avoid mistakes or misunderstandings, the association tries to get suppliers to use correct terminology—not trade names—on freight bills. It tries also to give its members helpful suggestions on damage prevention. Recognizing, as an illustration, that stop-off cars are a special problem because many members are unable to use a full carload of any one product at any one time, the NWLA has circulated AAR bulletins on such subjects as leveling stop-off loads.

Along with auditing freight bills and handling claims, NWLA traffic people also check duties on import traffic, and arrange leases for trackage.

One thing Mr. Meyer and his associates decline to do is route traffic. They will, if asked, recommend at least two serviceable routes for a given movement, but the interested member has to make the final choice. "It's his money," says Mr. Meyer. "We don't want to spend it for him."

Another job—necessary though distasteful—is to fight illegitimate trucking. "We don't like to be policemen," Mr. Meyer says, "but we have to be" when trucks are seen hauling regulation-exempt hogs from Iowa all the way to Oregon and Washington, and returning with lumber carried on a buy-and-sell basis. "Trucks like that, in effect, either blackmail our legitimate local yards into loading up with more than they really need, or else they undersell the local dealers." (Mr. Meyer emphasizes that he has no fault to find with ICC field forces in their efforts to enforce laws against illegitimate trucking. "The ICC men are good," he says frankly. "There just aren't enough of them to handle the load.")

Mr. Meyer and his staff will help members with any type of carriage, so long as freight involved consists of lumber or related building material items, such as plasterboard; millwork; cement, and structural steel. Also, NWLA member yards still handle about 10,000 carloads of coal a year—"not as much as before, but still a lot."

Lloyd Meyer, director of transportation for the Northwestern Lumbermens Association, has spent most of his business life in the industrial traffic management field, as practitioner and part-time teacher. A member of the National Industrial Traffic League and of its Freight Claims and Claim Prevention Committee, he is also a registered practitioner before the Interstate Commerce Commission and the state commissions in his association's membership territory. A native of Iowa, he attended University of Minnesota Law School, and might confess to having settled in the latter state because he "likes to go fishing."

OPERATION SPEED-UP—14

On-Line Bulk Feed Plant Speeds B&ML Deliveries

Belfast & Moosehead Lake Railroad, serving Waldo County, Maine, is heavily dependent on inbound poultry feed. As poultry houses began to use bulk feed in place of bagged feed, B&ML began to lose business to trucks hauling directly from connecting railroads. To counteract this trend and to improve service, a bulk-feed plant was needed on the B&ML. Since the feed companies were reluctant to make the capital investment required, the railroad built the plant for lease to a feed company.

The Belfast & Moosehead Lake is a 33-mile short line, operating from Belfast on Penobscot Bay, midway up the Maine coast, to Burnham Jct., where it connects with the Maine Central. It is one of the few railroads in the United States to be controlled by a municipality. Of its 6,481 shares of stock outstanding, 5,000 are owned by the city of Belfast.

B&ML now operates three 70-ton General Electric diesel-electric locomotives. It has 33 employees.

Starting about 1939, raising of broilers began to play an increasing role in the economy of Waldo County. In that year, B&ML brought in 457 cars of poultry feed, weighing 9,453 tons and producing revenue to the road of $10,518. The poultry feed business for the road increased steadily, until, in 1956, the B&ML handled 3,352 cars, weighing 87,001 tons and bringing in revenue of $138,456.

In subsequent years, poultry houses began to be equipped to handle bulk feed, in place of the bagged feeds which the B&ML hauled. With no bulk feed plant on the B&ML, this feed was trucked directly from connecting railroads, with the B&ML losing out entirely. Cars handled dropped to 2,537, weighing 67,765 tons in 1960.

The railroad, seeing its tonnage continue to drop, saw that something had to be done. A feed company was contacted regarding the possibility of erecting a plant on the B&ML. The feed company was reluctant to invest the $60,000 required for the plant on a short-line railroad, but when the railroad asked if the feed company would lease a plant to be built with B&ML funds, more interest was shown.

B&ML passenger service was discontinued in March 1960. This made the former passenger station site available for the bulk feed plant. Since this has ready access to the highway, it is a good site for the purpose.

Agreements were signed, and ground was broken for the plant on Aug. 15, 1961. On Nov. 17, the plant was completed and in operation.

The structure is 16 by 32 ft in area and 74 ft high. It contains eight bins with a total capacity of 140 to 160 tons, depending on the type of poultry feed. It was built by Sprout, Waldron Co. of Muncy, Pa.

No new track work was necessary because the plant makes use of the old passenger main line and an adjacent freight siding. A trench with a drag conveyor extends under both tracks, with an elevator carrying the feed to the top of the building, where a turnhead, controlled from the ground level, directs the feed to any of the eight bins. Feed can be unloaded at a rate of 60 tons per hour.

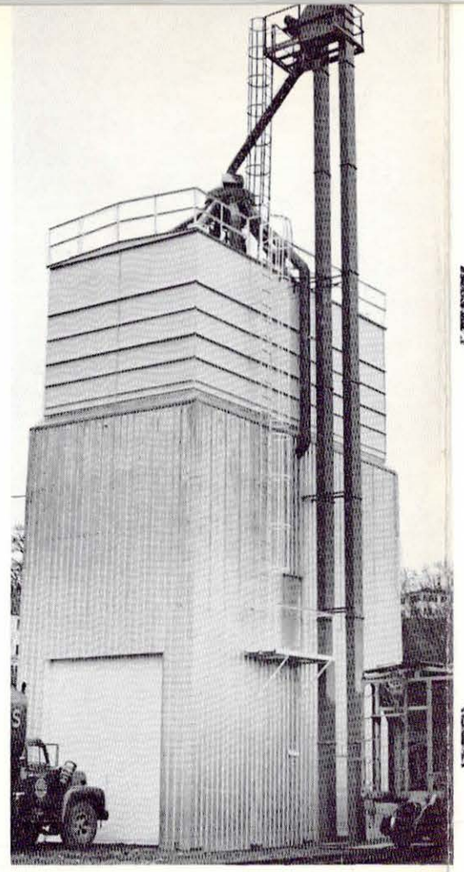
Feed is discharged from the bins by gravity into bulk trucks which take the feed to the farms. The feed goes through a traveling scale, which automatically prints a weight ticket for the load.

"As far as we know," says B&ML General Auditor W. I. Hall, "this is the first time that a railroad has built such a structure in the United States."

From 2,500 to 3,000 tons per month will be handled through the facility, mostly for the Penobscot Poultry Co., one of two poultry processing plants in Belfast. Wirthmore Feeds Inc., of Waltham, Mass., is the lessor of the plant.

The addition of 30,000 to 36,000 tons a year of new business will greatly improve the B&ML's operating ratio. The additional tonnage should mean a 26% increase in B&ML freight revenue, with no appreciable increase in operating expenses, Mr. Hall says.

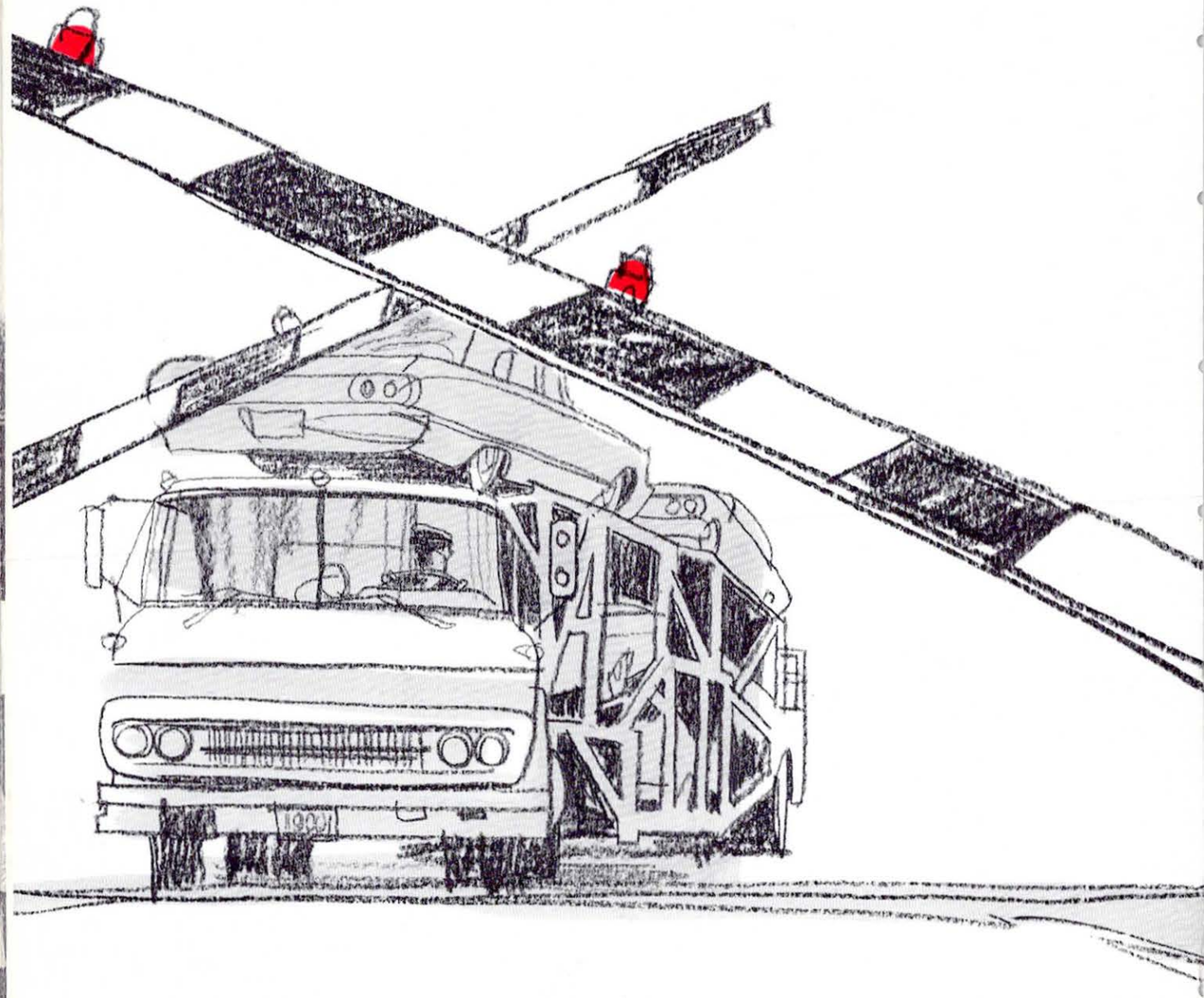
Although the B&ML hauls a variety of traffic, including gasoline, pulpwood, coal, salt, liquefied petroleum gas, crate material, leather scrap, tankage and canned goods, poultry feed represented 72% of its inbound traffic in 1960.



B&ML'S NEW BULK FEED PLANT is expected to bring back to the railroad 2,500 to 3,000 tons a month.

DEDICATION CEREMONIES, Nov. 22, 1961, brought out (left to right): Walfrid Saastimoinen, regional manager, Wirthmore Feeds; Gordon Winchenbach, manager of the new plant; Walter L. Bowen, B&ML general manager; Wilfred I. Hall, B&ML general auditor; William A. Cobb, B&ML president; Charles Firman, manager bulk operations, Wirthmore Feeds; Gordon Johnson, assistant to Mr. Firman; James Bahr, sales representative, Sprout, Waldron & Co.

B&ML traffic is predominantly inbound. In 1960, the road handled 3,505 cars inbound. Outbound traffic, on the other hand, consisted of 376 cars.



MAKE WAY FOR BETTER PROFITS!

HOW SHIPPERS VIEW RAILS (*Continued from page 17*)

But he adds that "improved service will be a requirement for both rail and motor carriers," and new types of equipment "a must."

Hugo Waninger, vice president of Anheuser-Busch, Inc., St. Louis, who says the brewing industry as a whole is "optimistic," goes into more detail. "Automation in plants, and palletization," he writes, "will place further burdens on the rail lines to furnish cars of special types to meet the shipping interests of the brewers and of industries handling bulk commodities. To meet new technological developments of industries, and to remain competitive with other modes, rail carriers must extend greater efforts in furnishing rail equipment of desired types. In some areas, industries are protecting themselves by obligating themselves on long-term leases with private car builders in order to have equipment available to coincide with plant automations."

What most Poll respondents would probably accept as a general objective is outlined by R. C. Waehner, general manager of the Distribution division of Lever Bros., at New York, who writes:

"With each passing day, the manufacturer must improve his service to his customers if he is to remain competitive. Just as it is our aim to make our products attractive to the consumer, we likewise desire to achieve the same with our customers. Major distribution centers have enabled us to accomplish this goal by permitting us to maintain full stocks, at economical costs, close to our ultimate customers, reducing to a minimum the incidence of delay while en route."

Distribution problems, of course, vary from company to company, as do ways and means of meeting those problems, but the objective seems to be of widespread interest and importance. That's borne out by the fact that more than one-quarter of all Poll replies—18 out of 64—indicate the possibility of major changes in transport policies during 1962.

Some, like P. T. Catalano, traffic manager of Steelcase, Inc., Grand Rapids, Mich., express their intention in general terms, i.e., "a complete review of transportation and distribution programs."

Others go into more detail. One example is Strathmore Paper Co., of West Springfield, Mass. Traffic Manager E. A. Eddings looks for "much more use of piggyback in full trailers as the scene changes and Plan III is more available to other points." A second example is the Coates Board & Carton Co., Garfield, N. J., whose traffic manager, E. F. Mickens, sees a need for policy changes "to reduce cost of distribution, with fuller utilization of piggyback or containers to put savings into effect starting from our own platform."

A big midwestern company will study "the economics of a larger corporate private truck fleet, coordinating the trailers in Plan III use." Another manufacturer, this one in the East, contemplates "a partial movement to air distribution."

A Canadian respondent says "we have to look to convenience and speed of trucks. Any increase in rail handling will depend on concurrence by rail carriers as to competitive rates, ability to supply proper equipment, time in transit, and our own merchandising problems."

Somewhat similarly, E. O. Wood, traffic manager, Imperial Sugar Co., Sugar Land, Tex., writes that "our competition is making headway in our distribution area by use of trucks against our carloads only. The trucks offer individual attention, faster transit time, smaller units of sale, help with unloading, and off-track delivery. Our 1962 policy may attempt to meet these advantages."

RAILROADING AFTER HOURS WITH JIM LYNE

U.S. STEEL SALUTES SF—I've just been reading the advertisement by U.S. Steel, in one of the weekly news magazines, which describes, in the form of an article, a high-speed freight run on the Santa Fe from Chicago to Los Angeles. Such dramatic "communication" to the public of the superior service a well-equipped and well-run railroad provides for its customers makes heartening reading. To see to it that all major points in the country are swiftly and dependably connected to each other with that kind of railroad service—isn't that what we're all working for?

DEDICATED AND OTHERWISE—As I see them, there are two main categories of people who work for railroads (including affiliated enterprises). One is made up of those who just happened by chance to go railroading and who stay with it because of the working conditions or the pay—rather than because of any exclusive attachment to the business.

The other category is made up of those dedicated fellows who can't get railroading out of their lives, even if they try. There's certainly no disgrace in being a railroader-by-chance, but you can usually expect a lot more effort in the industry's behalf from people who have voluntarily enlisted for life.

Just for instance, I can think offhand of top executives in Chicago, St. Louis, Cleveland and Pittsburgh who have sons in the business. Not all dedicated railroaders are on a railroad payroll either; and they're not all old heads.

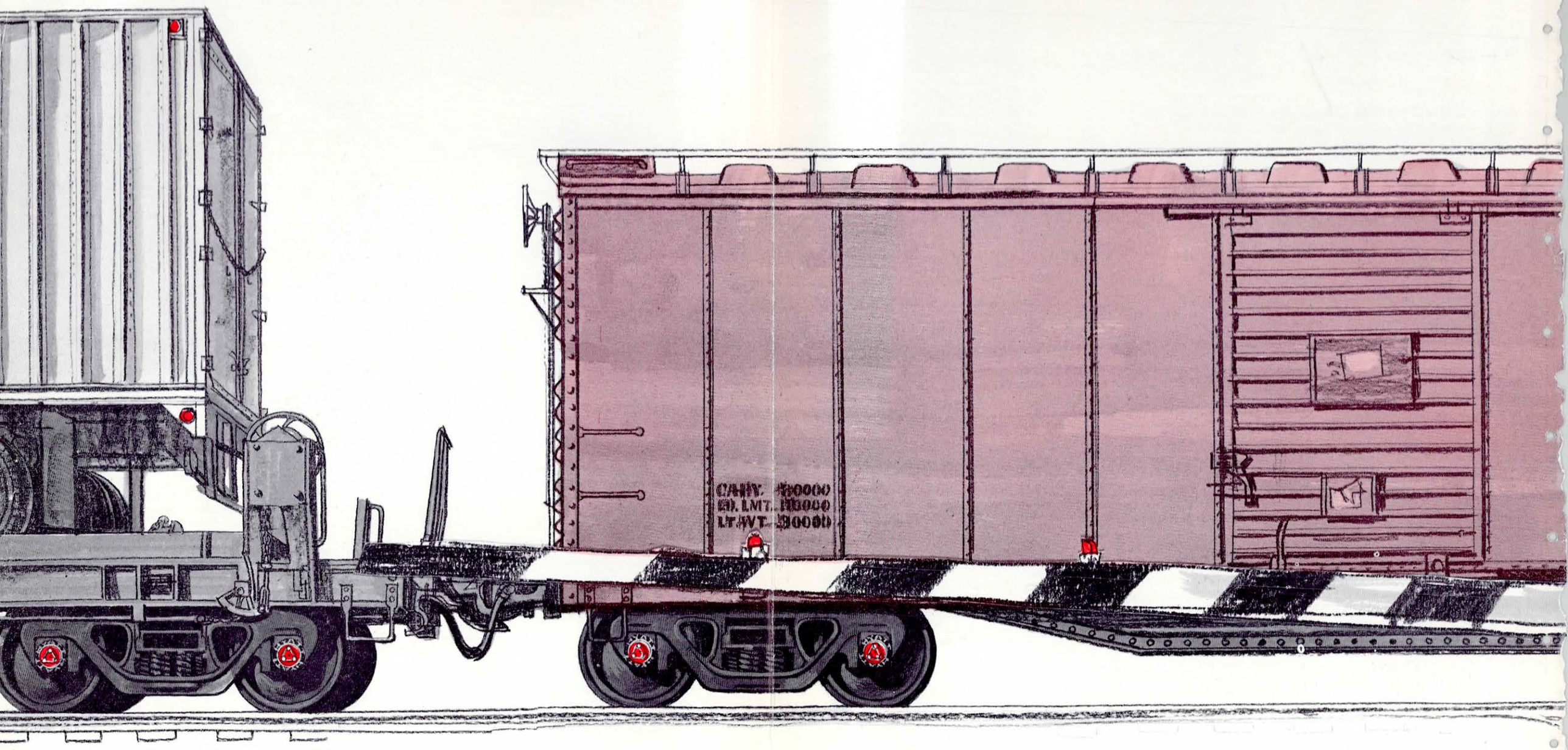
HOW'S YOUR INFRASTRUCTURE?—I'd like to nominate the French word "infrastructure" for adoption into the transportation section of the English language. What it means is all varieties of transportation facilities which cannot be classified as vehicles. It would include highways for motor vehicles; "roadway and structures" for railroads; canals or improved river channels for barges; and all ground installations for air transportation. In comparing various types of transportation, in English, we have an awkward time of it because of the lack of a term like infrastructure.

SERVICE OR PRICE?—Every now and then I read an article or speech by a marketing specialist who scolds railroads for undue attention to competitive pricing and their alleged inattention to needs of their customers for improved service. Why should pricing and service be argued over, on an either-or basis?

If prices are low enough, they can offset a lot of service deficiencies—as witness the success of barge lines in building up their traffic with speeds about as near to zero as you can get. Our trucking friends insist that railroads should do all their competing in service, rather than price.

There is a "natural" level for speed and regularity of railroad service, which ought to be standard—and, to the extent that railroads cannot economically go beyond it, then their competing must be in the direction of price. To advise railroads to compete on service alone is like advising a man to use only one of his legs when he walks.

FOR FASTER, LOWER-COST



HYATTS ARE RUGGED AND ROAD RELIABLE Here's the bearing that goes beyond today's rugged demands for high-speed, high-mileage service! Hyatt's taper freight bearing with *Road Reliability* incorporates the most successful features of taper freight bearings PLUS laboratory and road-proven refinements . . . and the General Motors "Systems Reliability" approach to quality control. Leading railroads are benefiting from Hyatt's *Road Reliability* with thousands of trouble-free miles every month on hundreds of hard-working high-speed cars!

HYATTS ROLL THE LOAD FASTER Designed for speeds of tomorrow, Hyatt's taper freight bearing emphatically outdates the hot-box delay . . . sets a new pace for non-stop freight schedules at sustained top speeds. When the majority of all freight cars roll on anti-friction bearings, our railroads can expand their earning potential. So specify the best—Hyatt taper freight bearings with *Road Reliability!* It's the best way to make way for tomorrow's better profits.

HYATTS PAY FOR THEMSELVES IN OPERATING ECONOMY! You can virtually do away with costly maintenance and lubrication, and cut terminal bearing inspection time with Hyatt taper freight bearings. This means you can roll up greater profits, because Hyatt's taper freight bearings can pay for themselves in operating economy. They help eliminate delays, reduce damage claims, increase car availability, improve service and promote greater goodwill with your shippers.

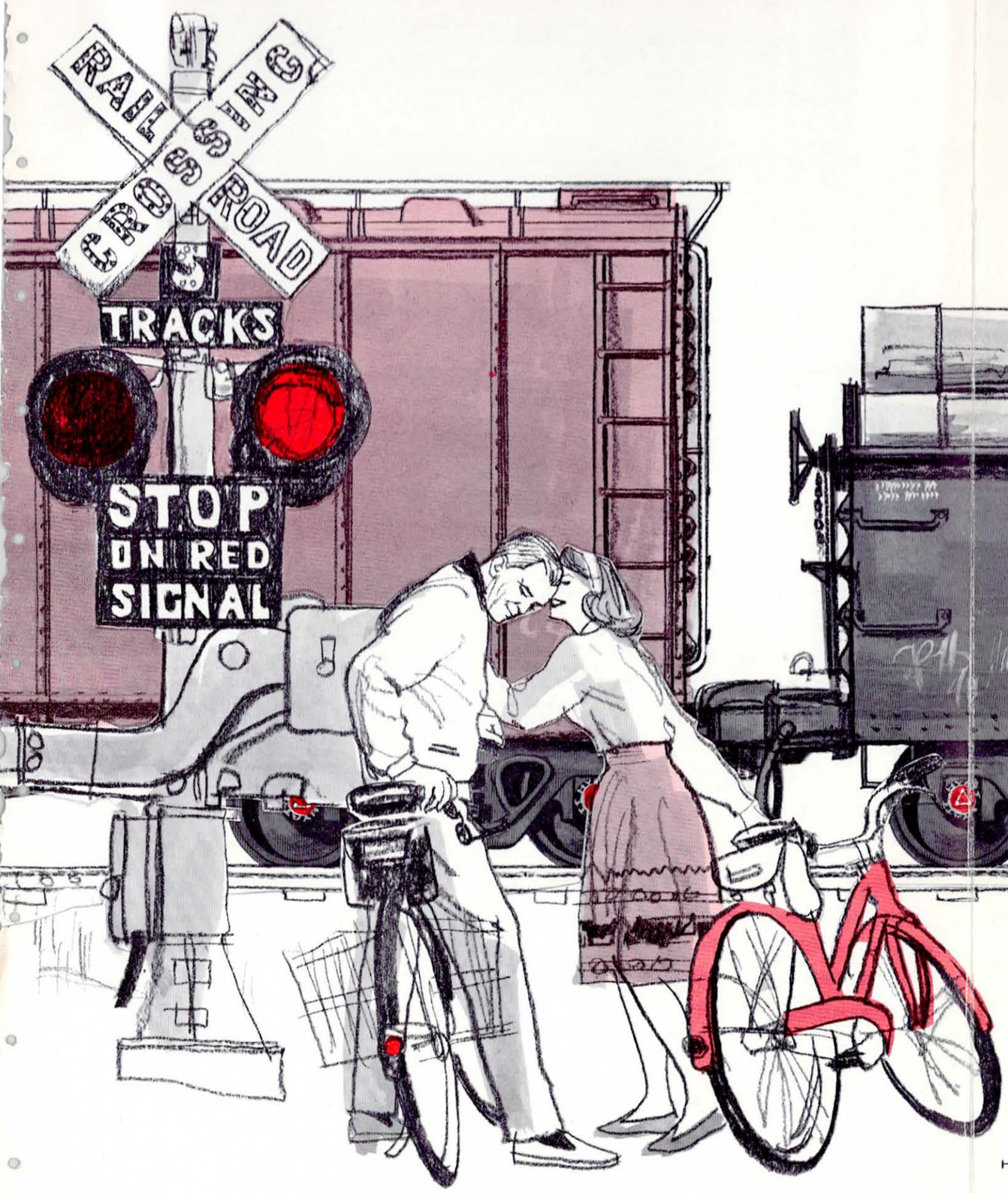
REIGHT SERVICE USE HYATT

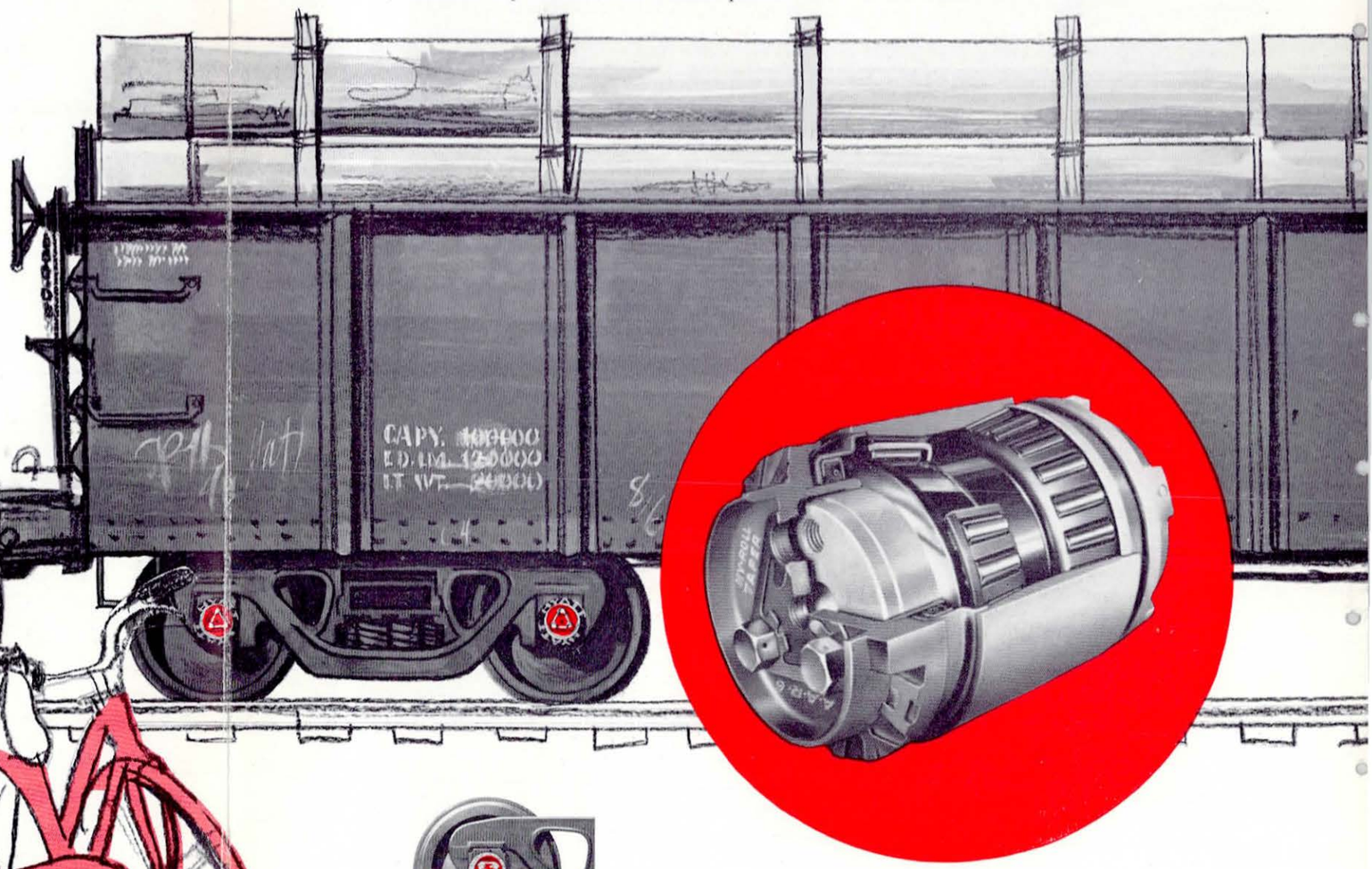
taper freight bearings

PROVED DESIGN Combining successful taper roller bearing construction with laboratory and road-proven refinements, Hyatt engineers have developed a taper freight bearing with *Road Reliability*.

QUALITY CONTROLLED Rigid laboratory "torture tests" prove Hyatt's capacity to perform under radial and thrust loads and speeds far in excess of actual service conditions.

A.A.R. APPROVED The Association of American Railroads research and mechanical departments have assigned approval number "6" to the Hyatt taper freight bearing. So specify the best—Hyatt taper freight bearings with *Road Reliability*. It's the best way to make way for tomorrow's better profits!





HYATT ***HY-ROLL BEARINGS*** **FOR NON-STOP FREIGHT**

GM GENERAL MOTORS

HYATT BEARINGS DIVISION • GENERAL MOTORS CORPORATION • HARRISON, NEW JERSEY

Ideas for Better Shipping

CASKET RACKS

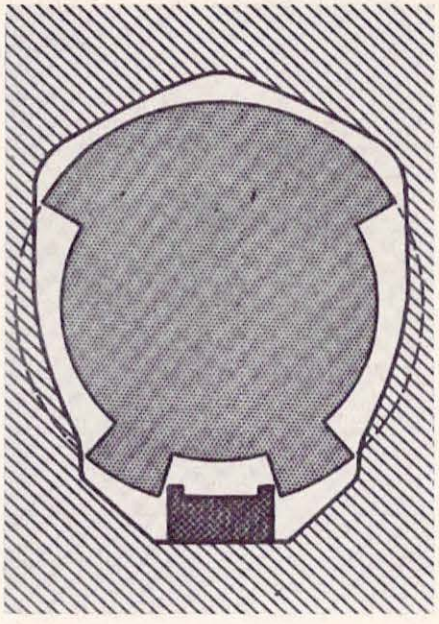
Increased shipping capacity per car, virtual elimination of damage, and almost total reduction in crating are the dividends accruing to the Clinchfield Railroad and the National Casket Co. from new fixed racks designed by the CRR's mechanical department.

The racks have been installed in 12 of the Clinchfield's standard FB7 50-ton box cars for use by an on-line plant of National Casket. They have increased the permissible load in each of the 40½-ft cars by 63%, from 60 fully-crated caskets to 98 uncrated units. The only crating now needed is a ½-in. wooden frame around the bottom of each casket. Yet out of approximately 30,000 caskets shipped in the cars to date, "very slight damage" has been reported to only five.

The racks are fabricated in each end of the car by six ⅜-in. by 14-in. steel vertical supports welded at the top to angle cross-members and at the bottom to I-floor beams. The vertical supports and car side walls have racks made of ⅜-in. by 2¼-in. by 4-in. angles. Each casket is held securely in place by a wedge-shaped metal retainer secured by a pin through the rack angle.

Each end of the car accommodates seven rows of caskets crosswise, plus two rows lengthwise. With five caskets vertically in each row, total capacity in each end is 45 units.

Demountable doorway racks hold eight caskets.



CLEARANCE EASER

How can a turbine spindle 14 ft, 8 in. in diameter be shipped over a railroad line having a maximum horizontal clearance of only 13 ft, 4 in.?

Westinghouse Electric Corp.'s Steam division has found the answer—and expects to save $40,000 a year as a result.

This amounts to a 50% saving over the method previously used for shipping such units.

Normal procedure, formerly, was to ship the spindle with blades removed from the largest end, and re-assemble it in the field. This cost about $2,000 for removal of all 180 blades in the end row after the spindle had been balanced at the factory, and another $8,000 which used to be necessary to replace the blades and rebalance the spindle in the field.

Westinghouse has found, however, that time and cost can be materially reduced by removing only those blades which actually contribute to possible interference in transit.

In practice, the railroad clearance diagram for the line over which the shipment is to be routed is first verified. The cross-section profile of the spindle, as it is to be loaded on the car, is matched against this diagram as closely as possible, to retain the maximum number of blades in the end row. This reduces the amount of shop labor required to remove the blades, as well as field labor involved in reassembling blades and rebalancing the spindle.

REEFER CONTAINER

Recently released performance test data on a newly developed container indicates it can safely be used to transport frozen foods without mechanical refrigeration or dry ice.

The container, trade-named "Avcold," is essentially two boxes—an inner one of aluminum and an outer one of sheet steel, separated by 2½ in. of polyurethane plastic foamed in place. The box-within-a-box, by virtually locking cold inside itself, can hold foods loaded at —5 deg F below the allowable 0 deg F for periods of 24 hr or more in outside temperatures of 100 deg plus.

In one test, conducted in cooperation with Colonial Stores, Inc., at Columbia, S.C., 1,012 lb of assorted frozen foods were loaded at —5 deg. After 24 hr in outside temperatures ranging from 70 to 100 deg (with container surface temperature at one point exceeding 125 deg) the inside temperature had risen only 4 deg, to —1 deg F.

Avcold containers are manufactured by Nashville division of Avco Corp., Nashville, Tenn., and are available in five models. All models have outside width and depth of 40 in. Four of the five have outside height of 60 in., and capacity of 39 cu ft or 1,500 lb. The fifth model, 72 in. high, holds 1,800 lb. All models may be equipped with 4-in. legs, 5-in. skids or 5½-in. locking casters. Major differences between models are in type, size and location of door openings.

REA Head Attacks Parcel Post Plan

A proposal to increase parcel post size and weight limits has come under sharp attack from REA Express President William B. Johnson. The Post Office plan, Mr. Johnson told the Utah Citizens Rate Association at Salt Lake City last week, would take more than $100 million of freight away from private enterprise carriers. He said it's "illegal and completely contrary to Congressional dictates, Administration policy and the principles of our private economy."

"In addition to threatening the already shaky common carrier transportation system," Mr. Johnson declared, "the loss of tax payments made by the carriers and continued heavy out-of-pocket losses from below-cost parcel post rates would hurt the entire nation and place added, unnecessary burdens on the general taxpayers."

The plan would mean, said Mr. Johnson, that commercial freight shipments up to 50 pounds and 100 inches per piece could travel as intercity mail. Present intercity parcel limits beyond 150 miles are 20 pounds and 72 inches.

Mr. Johnson listed the following as being "among the many companies and organizations" that have protested to the Post Office on the proposed changes: American Short Line Railroad Association, Association of American Railroads, Brotherhood of Railway Clerks, Chain Deliveries Express, Freight Forwarders Institute, International Association of Machinists, International Brotherhood of Teamsters, National Associated Businessmen, National Association of Motor Bus Owners, National Association of Railroad and Utilities Commissioners, Railway Labor Executives' Association, REA Express, Robertson Transportation Co., and Transportation Association of America.

Mr. Johnson spoke of the "rank inconsistency of the Post Office proposals with government efforts to assist the common carriers, consistent with National Transportation Policy, and with the Administration's pro-business, pro-taxpayer, anti-deficit and anti-big government policies being pushed by President Kennedy."

"By the Post Office Department's own figures," said the REA Express president, "the diverted freight put into the already congested mail facilities at 4,000 post office cities would add some 1 billion, 166 million pounds of parcel post, which by both weight and cubic volume added is more than the totals for all of the domestic first class mail, air mail and air parcel post now handled in a year in the nation's entire complement of some 35,000 post offices."

Mr. Johnson said REA Express, with $239 million of its volume represented by shipment pieces weighing 50 pounds or less, would be hard hit if it lost any substantial portion of its volume to parcel post.

It has always been the clear intent of Congress, Mr. Johnson contended, that parcel post produce sufficient revenues to cover full costs and that the service should not compete unnecessarily with common carriers.

But the fact remains, he said, that Post Office accounts for 1960 showed a $100-million loss on parcel post—"not including many millions represented by parcel post expenses paid by other government departments and never included in Post Office rate-making cost figures."

He said the Post Office is required by law to apply to the ICC for increased rates to make revenues meet costs—but "instead of doing this, the Post Office has proposed only token rate increases and seeks to attract heavier shipments to government's parcel-post service."

Miller Leases 350 GATX 'Beer Reefers'

To maintain its "High Life" brand as "a genuine Milwaukee beer," but with nationwide distribution, the Miller Brewing Co. is leasing 350 new, specially designed beer refrigerator cars from General American Transportation Corp.

The cars, to be built at General American's East Chicago, Ind., shops, are scheduled for delivery next March and April.

Special design features will include:

- Roller bearings.
- Cushion underframes.
- Eight-foot doors, for fork-lift loading and unloading of palletized cargo.
- Length of 50 ft 5 in., instead of conventional refrigerator car length of 40 ft.
- Insulation designed to eliminate need for either heating or cooling units.

The insulation will be a patented all-panel "sandwich" type developed by General American, and utilizing polystyrene foam bonded to plywood. This, according to GATX President S. D. Moseley, "is so efficient that the cars will not require heaters to protect cargo from freezing in sub-zero temperatures; and it reduces the need for icing most commodities during summer months." With 4 in. of insulation all around, plus another 4 in. of board foam insulation in car ceilings, heat loss will be approximately half that of a standard refrigerator car.

Miller's need for the cars stems, says company president N. R. Klug, "from the brewery's policy of maintaining 'Miller High Life' as a genuine Milwaukee beer," and to brew it only there—but to market it coast to coast.

Cost of Benefits To Rise in 1962

It's going to cost the railroads an additional $10,750,000 to provide unemployment benefits for railroad workers during the coming year.

That is the price tag a spokesman for the Railroad Retirement Board placed on the 0.25% increase in employer contributions to the Railroad Unemployment Insurance Account effective January 1, 1962. Payable by employers only, the new 4% rate applies to employee earnings up to $400 a month. The increase in contributions, provided by the Temporary Extended Railroad Unemployment Insurance Benefits Act of 1961, will apply during 1962 and 1963. The additional income is intended to finance temporary extended benefits.

Both employer and employee will be taxed at a higher rate for retirement benefits beginning January 1. As provided in the 1959 amendments to the Railroad Retirement Tax Act the present 6.75% tax on earnings up to $400 a month will increase to 7.25%. The .5% jump in the tax rate will cost the railroad industry an additional $21,500,000 annually in payroll taxes. Railroad workers will be taxed an equal amount to provide $43 million additional income to the Railroad Retirement Account.

C&EI Control Case To Be Heard Jan. 16

Louisville & Nashville and Missouri Pacific will argue their cases for control of Chicago & Eastern Illinois before ICC Examiner Hyman J. Blond when public hearings on their competing con-

trol applications open in Washington, D. C., Jan. 16.

L&N, beneficial owner of some 27.5% of C&EI voting stock, has asked Interstate Commerce Commission approval to control C&EI through stock ownership. It proposes to operate the 862-mile link with the Chicago gateway as an "independent railroad under L&N control."

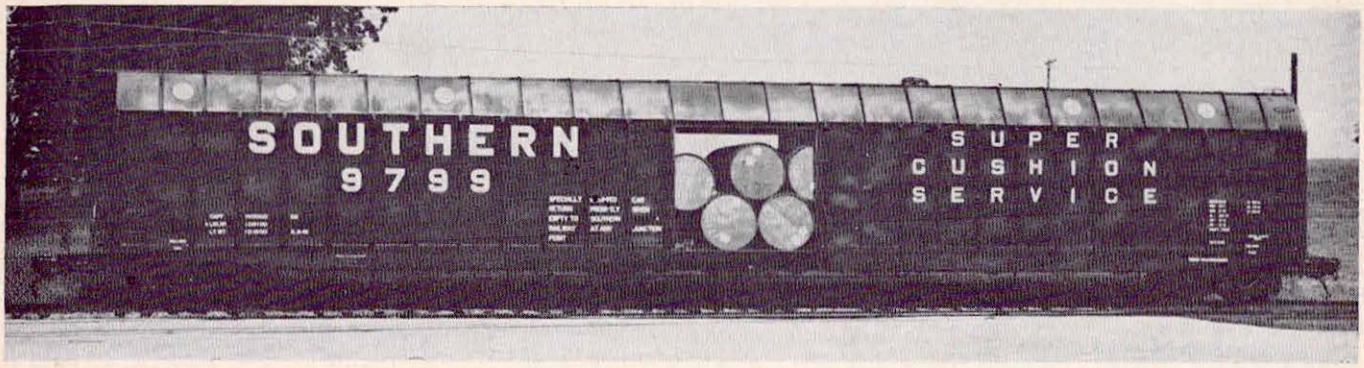
If Missouri Pacific is permitted to acquire control of the Chicago-based railroad it plans to maintain C&EI as a separate corporate entity during "a transitional period." MoPac claims this would provide an opportunity for "developing the growth and earning power of the C&EI and improving its credit, thus putting its house in order so that a complete merger . . . could ultimately be attained."

Both L&N and MP agree that C&EI needs financial assistance, physical rehabilitation and increased traffic to stabilize its earning power and make it a competitive force in the area it serves.

Missouri Pacific hopes to solve C&EI's difficulties through acquisition of control and eventual merger to "develop fully the potential of both roads while effecting economies and efficiencies otherwise unobtainable." MoPac claims that both properties are well adapted to unification and would form a strong link between the Northern Midwest and the West-Southwest.

Louisville & Nashville, on the other hand, argues that economies of operation through joint use of facilities and elimination of unneeded and less efficient services will enable C&EI to "compete more adequately with other modes of transportation and offer more complete and efficient service to the public."

When the record is complete, the Commission will decided whether it is in the public interest to maintain C&EI as an independent railroad, to let either L&N or MoPac gain control or to prescribe joint control by more than one railroad. Both L&N and MoPac have asserted their readiness to share control of C&EI and Illinois Central has intervened to ask that it be permitted to join in any joint control arrangement. Monon and the Southern have also asked permission to intervene in the case.



Shippers Approve 85-ft Car

The Southern is now operating what it calls "the biggest box car ever built for regular service on any railroad in the world." The 10,000-cu-ft car has initially been used for moving bulk tobacco. Its purpose, according to the Southern, is "to get freight traffic back on our rails by offering shippers a car they can use to their advantage while saving money in freight costs." While it was first used for tobacco shipments, the car is now attracting the attention of shippers of many other products.

The car was designed by the Southern and built in its shops. It has an inside length of 84 ft 4 in. and an inside width of 9 ft 6 in. Inside height from the car floor to the top of the door openings is 9 ft. From there the sloping roof rises to produce a maximum inside height of 11 ft 10 in.

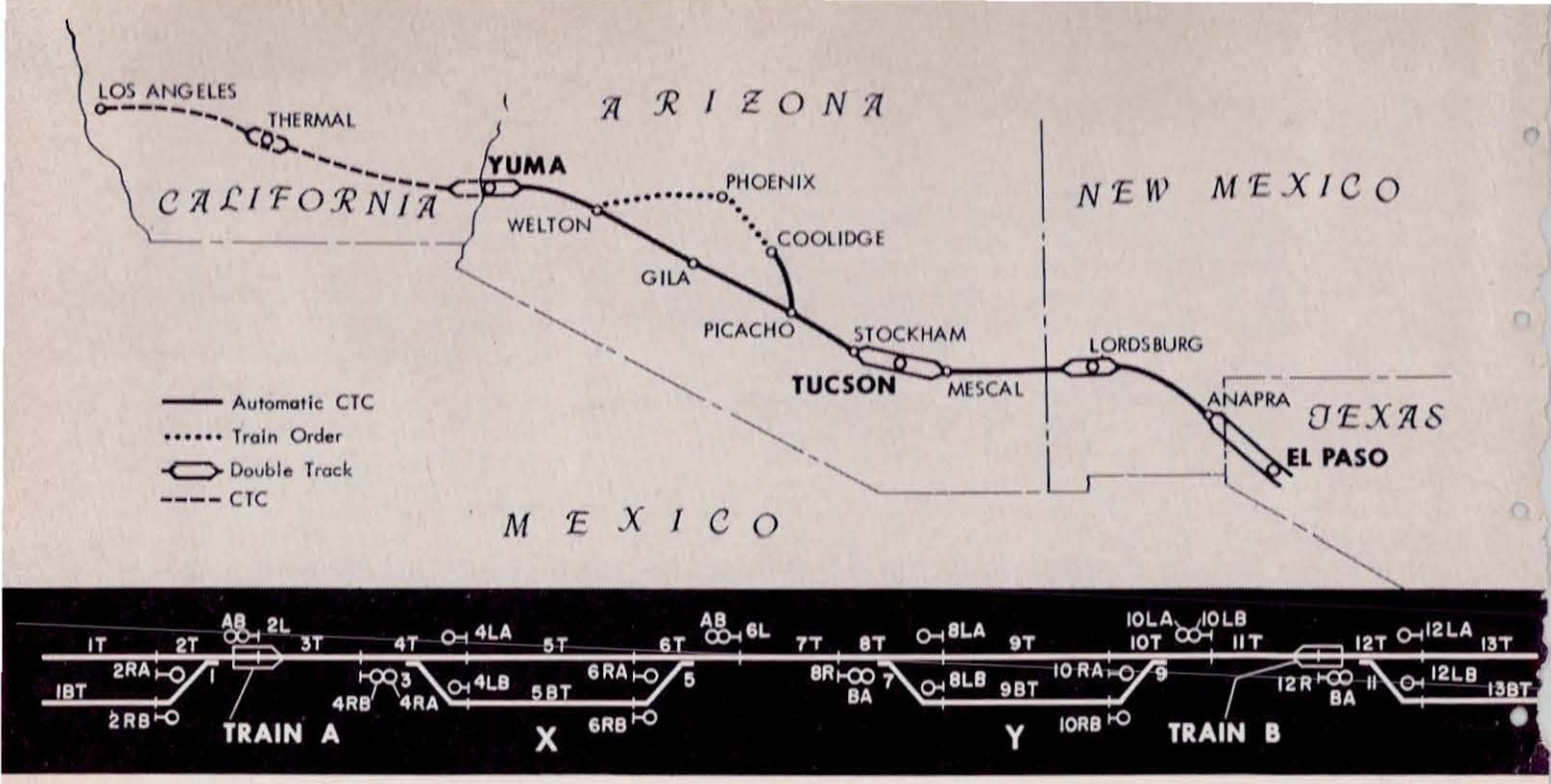
The car is equipped with the Pullman-Standard Hydroframe-60 cushion underframe. Called "Super Cushion" by Southern, this arrangement gives a maximum of 30 in. of hydraulically cushioned travel in each direction to afford a maximum of protection to fragile ladings. Overall length of the car over strikers is 92 ft 1½ in.

Toward each end of the car in the sloping portions of the roof are five skylights which are intended to provide some natural illumination in these areas because the distance from the center doorways is so great. The 10-ft width of the door openings makes it possible for fork lifts and other materials handling equipment to maneuver readily during loading and unloading of the car. Load limit of the car is 108,100 lb and the light weight is 101,900 lb.

The car can be loaded with 94 hogsheads of cured leaf tobacco; this compares with the 38 hogsheads which fit in a conventional 40-ft car. Actually, in recent years tobacco shippers have been making very little use of rail transportation; it is this traffic that the Southern hopes to recapture with its new car.

The car is being used for tobacco movements from producing areas to warehouses for curing and aging; from these warehouses to factories producing tobacco products; and from warehouses to Morehead City, N.C., where the tobacco is loaded on ships for overseas markets.

With its new box car the Southern has added another "first" to a growing list of equipment innovations. High capacity, simplified loading and unloading, and greater lading protection have been featured in diflerent cars which the railroad has put in service over the past five years. In 1958 the road introduced 6,800-cu-ft wood-chip gondolas (RA, Aug. 31, 1959, p. 18). It followed this with an all-door box car (RA, Feb. 22, 1960, p. 34) which was designed to simplify shipment of lumber. In 1959 the Southern became the first U.S. road to place a sizeable order for aluminum freight cars. Involved were 750 aluminum gondolas of 100-ton capacity (RA, March 4, 1960, p. 12) and 455 aluminum covered hopper cars with capacities ranging up to 4,713 cu ft (RA, June 6, 1960, p. 28). Late in 1960 it put the first Hydroframe-60 cushion underframe box cars in regular service (RA, Jan. 2, p. 22). During 1961 the Southern ordered the first commercially-built all-door box cars (RA, July 31, p. 47) and 47 tank cars of 30,000-gallon capacity for handling phosphatic acid (RA, Nov. 20, p. 31).



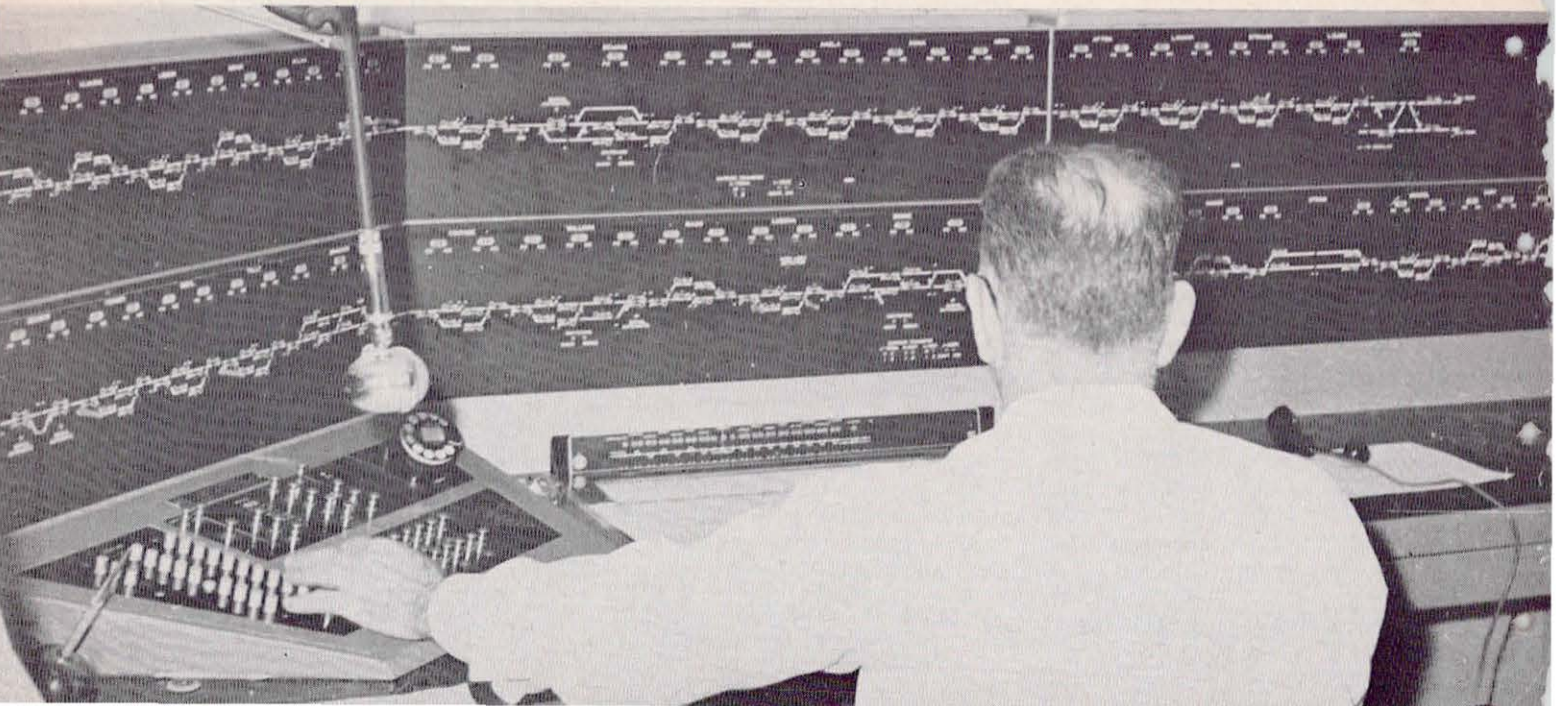
CTC Automatically Makes Meets on SP

► **The Story at a Glance: CTC is now being operated automatically on 523 miles of the Southern Pacific. This will relieve the train dispatcher of many routine tasks, allowing him to plan further ahead and to concentrate on extraordinary moves. The net result will be to expedite train movements, thus serving better the railroad's shippers.**

The Southern Pacific and its affiliates have more than 2,100 miles of centralized traffic control, permitting faster schedules and expanded use of single track lines. The first section of CTC to be operated automatically extends from El Paso, Texas, to Yuma, Arizona. A second, similar, automation project, now under construction, will continue the automatic controls from Yuma to Thermal, Calif.

The already completed automatic CTC is in two sections, El Paso to Tucson, and Tucson to Yuma. These CTC installations were completed in early 1959 and mid-1960 respectively, with control from Traffic Control Center (TCC) pushbutton machines at Tucson. Work on the automatic circuits began shortly after completion of the CTC.

Each end-of-siding location can be individually transferred from train dispatcher control to automatic control, and vice versa. However, if the dispatcher manually controls one end of a siding to a condition different from what the automatic system would require, he must manually control both



ends of the siding. This transfer is effected by using controls originally used for fleeting. The control machine indication lights for fleeting (steady red) now indicate that the location is in automatic operation. Fleeting, as well as the automatic system, allows a controlled signal to reclear for following movements without further operation by the train dispatcher, but the fleeting controls cannot arrange meets.

In the SP system, designed by engineers under Signal Engineer H. B. Garrett, a train will cause signals to clear far enough in advance so the train will always receive a Proceed indication, if traffic conditions allow. Ordinarily, the train will stay on the main track at siding locations. When the system senses a meet, however, the first of the two opposing trains to arrive will enter the siding. The second train will then hold the main.

The automatic system would control the trains in the typical diagram (p. 36) as follows: Eastbound train A, having passed signal 2RA (or 2RB) clear, will initiate the clearing of signal 4RA upon entering track 3T. At this time the signal would clear only to Approach. Signal 4RA will route the train to the main track at siding X over switch No. 3 normal. As soon as 4RA signals Approach, the circuits initiate the clearing of signal 6RA. When 6RA clears, then signal 4RA can clear to Proceed. Similarly, westbound train B, having entered track 11T, will initiate the clearing of signal 10LA (main track signal, switch No. 9 normal), and the subsequent clearing of signal 8LA. If train A has entered track 3T before train B entered track 11T, then the signal 10LB, leading to the siding at Y over switch No. 9 reversed, will be cleared instead of signal 10LA. On the other hand, if train B has entered track 11T before train A entered 3T, then signal 4RB, leading to the siding at X over switch No. 3 reversed, would have cleared, and train A would take siding to meet train B at X.

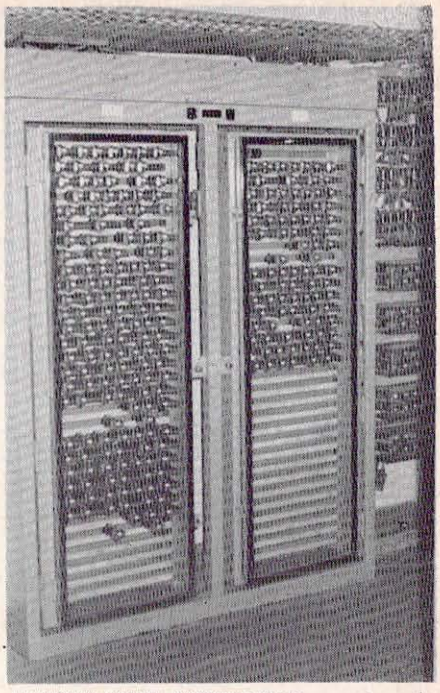
In all cases, the signal clearing relays first check the position of the corresponding switch, causing it to throw, if necessary, before the signal is cleared. The switches will remain in the position last used until a change in position is called for by the circuits. (In manual operation, switches are restored to normal as soon as possible after having been reversed.)

Preference is built into the circuits so that, should opposing trains enter tracks 3T and 11T simultaneously, the train traveling in the preferential direction will hold the main. A train that has been routed into the siding will receive a signal to leave the siding as soon as the meeting train has passed, and the route ahead is clear.

The train dispatcher can monitor the field action by watching the lights on the control machine's display panel. If he desires an operation different from what the automatic system will effect he may transfer the location from automatic to manual control and perform the operation he desires. He may do this before or after the automatic system has cleared a route. The train dispatcher will, of course, suffer the penalty of time locking if he attempts to change a route after the automatic system has established it.

The automatic controls will eliminate considerable manual work by the train dispatcher. In the example of the two trains shown in the diagram, 23 manual operations would have had to be performed before the two trains had passed and were under way on the main, with all switches returned to normal position. Six more operator movements would be necessary to get train A in the position originally occupied by train B, and vice versa. This complexity of operations is multiplied by the number of trains operating at any one time, spread over 200 miles or more of railroad. Relieving the operator of many routine tasks will allow him to plan further ahead and concentrate on extraordinary moves.

The 1,886 US&S style G relays that control the automatic operation through the 59 sidings are all in the central office in Tucson. Virtually no change was required in the field circuits. The small style-G relays, mounted in six relay racks, are powered by a 100-amp GE transformer and silicon rectifier, in duplicate. The normal load is about 20 amps. No battery standby is provided. If commercial power fails as the source of supply to the automatic circuits, the control machines will be operated manually by the train dispatcher in the conventional manner.



AUTOMATIC CONTROLS require six racks of type G relays, which are all at Tucson near the control machines.

SP's CTC automation is the most sophisticated yet developed. Norfolk & Western earlier (RA, Feb. 15, 1960, p.13) had installed circuits that automatically cleared signals as the train advanced, but they did not make meets. In 1948, Seaboard Air Line designed its CTC circuits to transfer to automatic block signaling upon failure of the code line.

BRAZIL HAS AUTOMATIC-CTC PLANS

The Paulista Railroad in Brazil plans to install automatic CTC on 100 miles of line. In this system, which works with a conventional CTC machine, an entire section of the railroad is transferred into automatic operation with one push of a button. Each location can be individually transferred back to operator control by sending a CTC code to that location.

All of the circuits for automatic control are in the field, reports J. F. Nucci, assistant chief engineer, communications and signals, who designed the circuits. Only two additional relays at each end of each siding are required. They are arranged so that should the code line fail, all end-of-siding locations transfer into automatic operation. This keeps trains moving on a siding-to-siding block basis (no following movements between sidings). The first of two opposing trains to arrive at the siding holds the main, while the second train takes the siding. When in automatic operation, indications are presented on the CTC operator's panel as usual, except when a code line failure prevents their transmission to the office.

N&W Merger Gets Further Support

Support for the Norfolk & Western's merger proposal came last week from more than 50 representatives of various industries and governmental officials, including two state governors —J. Lindsay Almond, Jr., of Virginia, and William W. Barron, of West Virginia.

The merger proposal contemplates consolidation of N&W and Nickel Plate, lease of the Wabash and purchase of the Pennsylvania's 111-mile line between Columbus, Ohio, and Sandusky.

The supporting presentations were made at hearings before Examiner Lester R. Conley in Washington. N&W's President Stuart T. Saunders also appeared for some cross-examination on direct testimony he had given at earlier hearings. Further hearings will be held Jan. 15 when other N&W officers will be available for cross-examination.

Among other testimony, Mr. Saunders explained N&W's offer to acquire control of the Akron, Canton & Youngstown through purchase of stock (RA, Dec. 11, p. 7). As a result of this, the AC&Y withdrew its petition seeking inclusion in the merger, and remained in the case as a supporting intervenor.

With opposition to the merger thus continuing to fade away, the ICC, without reference to that development, issued an order directing its own Bureau of Inquiry and Compliance to become a party to the case "for the purpose of assisting in developing in the record the evidence and data pertinent and important to a decision by the Commission."

No like order had been issued in any other of the pending merger cases.

As to the AC&Y, Mr. Saunders said, N&W expects to apply for ICC approval of the acquisition-of-control plan within the next few weeks. He went on to express his hope that the case would be decided at the same time as the merger case. He also testified that N&W would object if the ICC included AC&Y in the consolidation, both for tax reasons and because the AC&Y "has a fine name in the Akron area and we want to keep its identity as a very favorable business asset."

As to inclusion of Erie-Lackawanna, Mr. Saunders said N&W would not "under any circumstances" accept a Commission order which required inclusion of that road. Erie-Lackawanna withdrew its opposition to the merger after the N&W agreed to enter consultation "in an attempt to find a plan for some form of affiliation between Erie-Lackawanna and the enlarged N&W system" (RA, Oct. 30, p. 59). As to this, Mr. Saunders said at the hearing: "We have not had time for discussions with the Erie yet, but we will talk in good faith for an arrangement which would be fair to all stockholders and to the public."

Plan III, IV Rates Called 'Destructive'

TOFC rates under Plan III and Plan IV are "lower than necessary to attract the traffic and consequently appear to be a destructive practice," ICC Commissioner Clyde E. Herring told the Chicago Chapter of the Association of ICC Practitioners. "I firmly believe that if this trend continues," Mr. Herring said, "it may be necessary for the ICC to re-examine this question."

Commissioner Herring said that when he concurred in the ICC decision on Plan III and Plan IV piggyback, he expressed the view that some of the TOFC rates were on such an extremely low level they approached the point where they might be unnecessarily destructive of competition.

In reviewing the year for the Chicago group, Mr. Herring said that more proposals for consolidations and mergers had been brought to the Commission in 1961 than in any previous year. He pointed out that "15 of the 20 largest railroads in America are either presently involved in hearings, or are the subject of filings or negotiations concerning possible mergers." These 15 lines, he noted, include almost half the total miles of right of way operated by Class I railroads.

SHORTER MONTH?

(*Continued from page 10*)

We can see no equity in this difference in treatment."

The board's suggestion, which was not a formal recommendation, was set forth in the report as follows:

"We think that at the very least, the Pullman Company and the Organization should jointly attempt to devise some program for protection of Pullman conductors, which they can present to the railroads as a group, or to an individual railroad at such time as it indicates its intention to reclaim its sleeping cars. One approach, which was apparently given some thought in connection with the New York Central and which seems to us to have merit, would be to give displaced Pullman conductors some preference in filling new assistant train conductor positions which are created as the result of such takeover. We feel that the Organization and the Pullman Company, if they determine to make a thorough and sincere effort, can originate a more workable solution to the problem of greater job security for Pullman conductors than the proposal which was submitted to the board."

The compulsory-retirement issue was raised when Pullman proposed a rule to make 65 the retirement age as of January 1, 1963, meanwhile making 66 the retirement age as of January 1, 1962. At present, there is no compulsory-retirement rule, but "a practice of some 40 years standing" contemplates that the conductors will retire at 70. ORCB opposed any change in that practice.

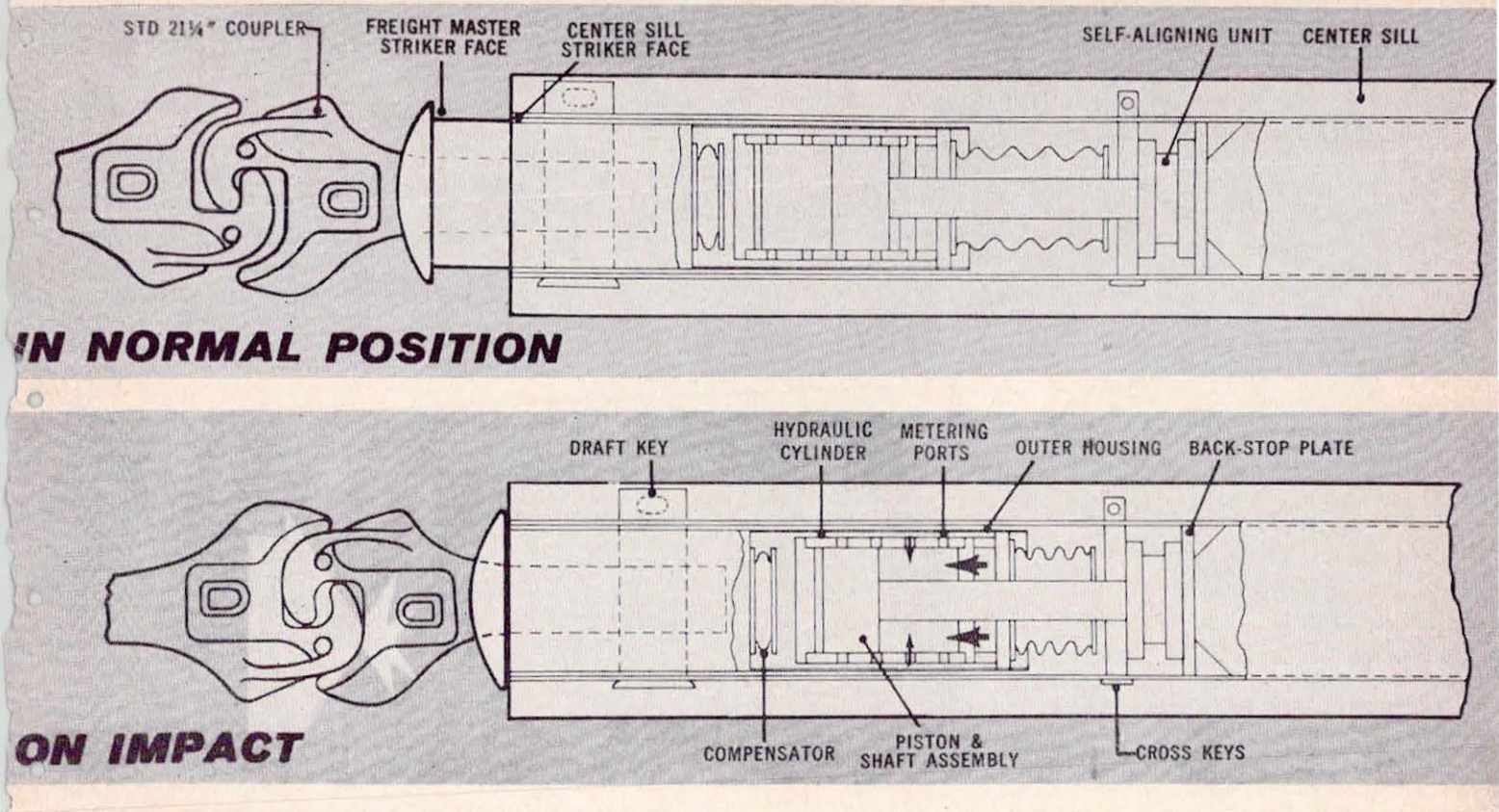
The board concluded that Pullman's proposal would bring on the retirement-at-65 requirement too rapidly. Its recommendation is that the parties negotiate a compulsory-retirement agreement under which the retirement age would be reduced to 65 "by the end of a five-year period."

Proposals which the board would have the parties withdraw relate to such matters as the minimum number of cars requiring assignment of a conductor and second conductor, assignments of conductors to layover cars, paper work required of conductors, the authority of conductors to authorize porters to work during their usual rest periods and to oust coach passengers from Pullman space.

The only Milwaukee-case issue given special discussion in the report was the job-stabilization demand. Five Milwaukee employees (parlor-car conductors) are involved; the road's sleeping-car operations are conducted by Pullman. The report said:

"There are no substantial threats to the job security of Milwaukee parlor car conductors which are not already subject to those protective provisions applicable to the bulk of employees in the railroad industry."

The board thus proceeded to recommend withdrawal of the demand, and to make the same recommendations as to other Milwaukee-case issues that it made on equivalent issues in the general case.



PRINCIPLE of the "FreightMaster" is the use of a round cylinder sealed in a square housing. Hydraulic control is established by metering fluid through ports in the cylinder walls. The oil is instantly returned behind the piston to provide hydraulic control if the movement is reversed. The unit is completely double acting so control is exerted on both buff and draft forces. There is no stored energy, so there can be no recoil to a neutral position, but external positioning springs are provided to bring the unit to normal position while car is standing idle.

Damage Reducer

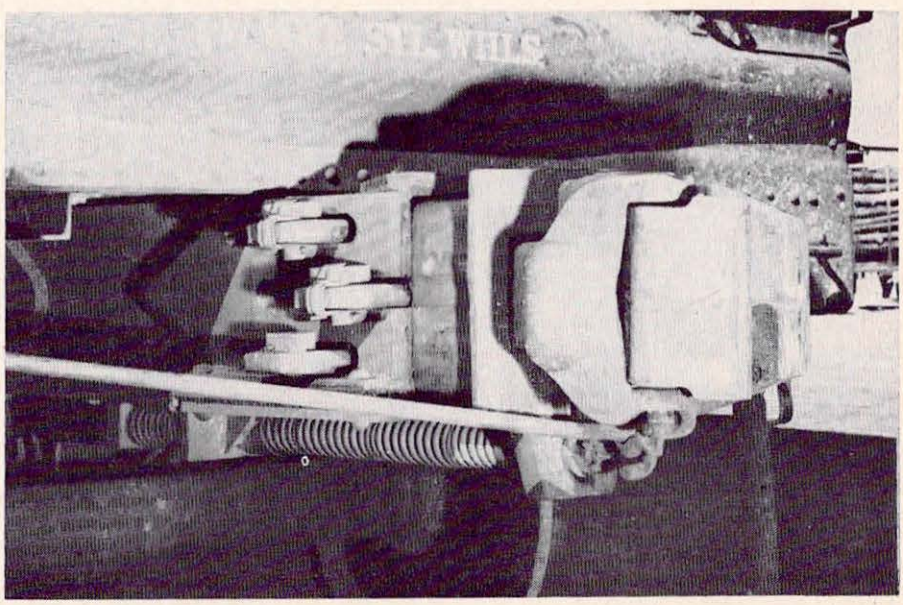
Cushion Device Cuts Newsprint Loss

Lading damage to newsprint produced by Southland Paper Mills has been cut 83% since that company, its rail carriers and its customers completed a cooperative study of the problem—and put into practice what they learned.

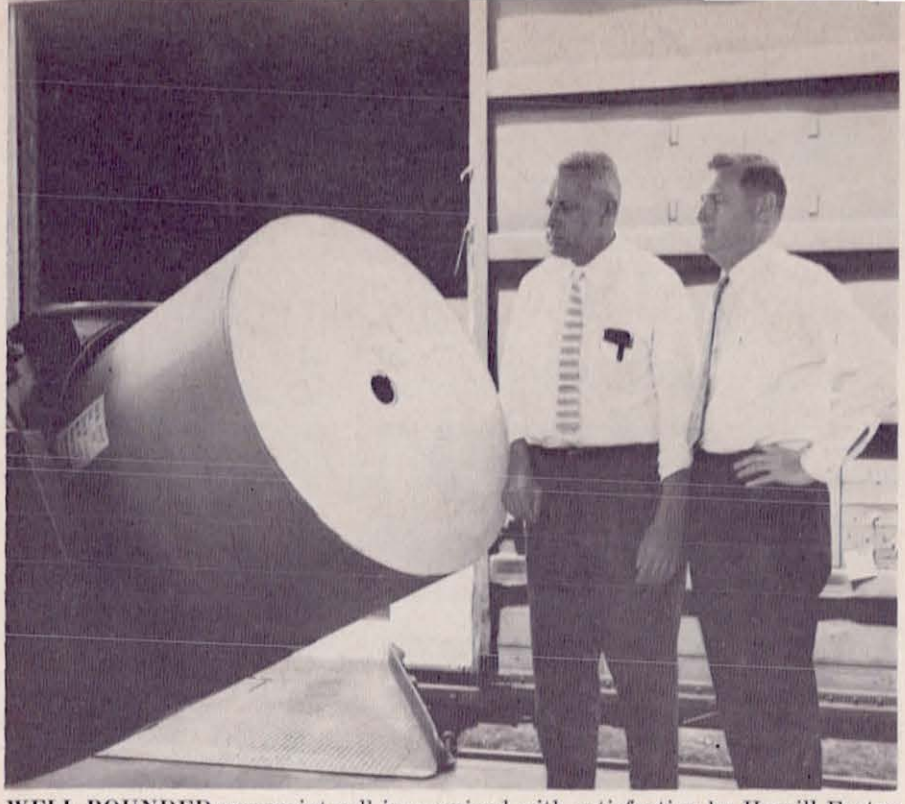
Everybody concerned has benefited from their conclusion and solution—that the best practical way to protect newsprint in transit is use of a freight car equipped with some kind of cushioning device.

The problem was sharply emphasized for Southland some 18 months ago when one of its important customers, the Dallas Morning News, complained again about the old problem of transit damage. The time had come, the News said in effect, when something had to be done about arrival of paper rolls which had flattened cores or were out of round.

First step was to organize a damage



ASSIGNED TO HAUL NEWSPRINT out of Southland Paper's Herty, Tex., mill, this car is equipped with the Halliburton "FreightMaster" cushioning device.



WELL-ROUNDED newsprint roll is examined with satisfaction by Harrill Eastus (left) and R.E. Harrison, of Dallas News.

research project headed by G. R. Newcombe, newsprint sales manager of Southland's marketing affiliate, the Perkins-Goodwin Co., and C. C. Porter, the mill's production manager. All rail carriers serving Lufkin, Tex., nearest major point to Southland's mill at Herty, cooperated in the project, as did selected newspapers within a 400-mi radius. Comprehensive studies covered routings, type of equipment, protective dunnage, draft gears, quality of mill products and many other factors. For a time, practically every freight car leaving the Herty mill carried one or more impact recorders.

After several months of study it was concluded that the only practical solution to the problem was some kind of protective cushioning device on each car. Best interior protection was found to be an impact-absorbing, half-moon-shaped, corrugated "saddle" placed at each end of the car. These, however, had to be replaced after one or two trips.

"For that reason," says Mr. Newcombe, "we looked at cushioning devices that would be permanent on the cars. These have proved to be most practical in all respects. Before using them, we had an average of three flattened cores per car. Now we average one-half a flattened core per car—a damage reduction of 83%."

The device actually selected was the hydraulic "FreightMaster," recently developed by the Halliburton Co. of Duncan, Okla., and manufactured by the company's FreightMaster division at Fort Worth. This has been installed by all railroads serving Lufkin on some of the cars carrying Southland newsprint.

Its use, says R. E. Harrison, Dallas News production manager, "has resulted in fewer web breaks on high-speed presses" and in better press-room operation "because we do not have to slow down due to 'whip' on an out-of-round roll." Harrill Eastus, newspaper plant and purchasing manager, adds that "the newsprint damage situation has so improved that we have asked each of the four mills from which we buy to ship in cars with cushioning devices."

AMERICAN POTASH SHIPS 81% BY RAIL (*Continued from page 19*)

ered hopper shipments move in leased cars. In instances where the carriers provide equipment, AP&C has few complaints. (Most of these concern box car equipment, used for bulk shipments and for moving products in paper bags. "We've got the usual cry that some of the box cars are pretty bad," Mr. Quinn comments. "But if they're too bad, we don't load.")

Overall—covered hoppers, tanks, box cars—AP&C ships and receives about 17,000 cars annually. Freight charges represented by shipments total about $11 million.

The trend—in both carloadings and cost—is up.

Only in one instance—shipments from AP&C's Henderson, Nev., plant—have trucks made much headway in winning traffic. Basically here it's short-haul movement, from Henderson (near the California border) to points within California. AP&C's longest truck-routed haul is from its plant at Trona, Calif., in the Mojave desert, north to the San Francisco Bay area. At one time, trucking looked like a strong comer—but AP&C got together with Southern Pacific to discuss jumbo covered hoppers and incentive rates and, as a result of the agreement shipper and carrier reached, SP has "recouped a pretty fair tonnage—not all of it by a long shot, but at least they've put the brakes on the decline."

Generally, Mr. Quinn says he finds western lines receptive to freight rate proposals: "If we can show need, we usually get a good response." One of the most recent evidences of the response: A 15% cut in rates on soda ash (160,000-lb minimum) moving to San Francisco and Los Angeles.

With car supply adequate and rates adjustable to a degree, only that ever-present mileage rate and the dependability of certain schedules really mar Cy Quinn's Irish good humor. And on the mileage matter, at least, he takes an adamant position: "The railroads should take a more realistic approach." He sees it as simple economics—carriers pay 5½ cents on tank cars, 4½ cents on covered hoppers; jumbo hoppers cost about 50% more than smaller covered hoppers or tank cars; therefore, the mileage rate on the big cars should be upped at least 50% "to make it worthwhile for us to use these jumbos."

Schedules aren't such a pressing problem—but AP&C customers demand, above all else, consistency. And consistency is what seems to be lacking after shipments cross the Mississippi River headed east. "We can count on a shipment taking a certain number of days to St. Louis or Kansas City," he comments. "But we're never too sure of the time beyond there. Sure, traffic men show us schedules—but the schedules don't mean as much as they should. It's not critical, really—let's call it an irksome problem."

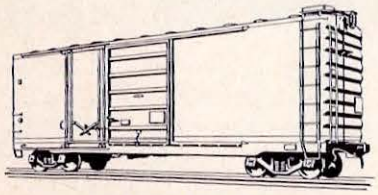
Irksome problems, though, have been Cy Quinn's meat for much of the time—now totaling 25 years—he's been in AP&C's traffic department. Few problems have proved to be insurmountable—and right now he's viewing the mileage rate and schedule situations the same way:

Conquerable.

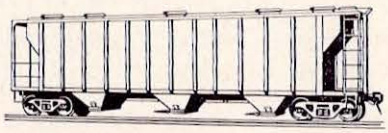
WHY THE MILWAUKEE ROAD SPENT

$18 million on NEW FREIGHT CARS

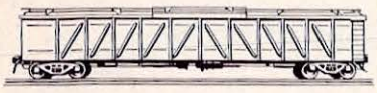
IN 1960-61



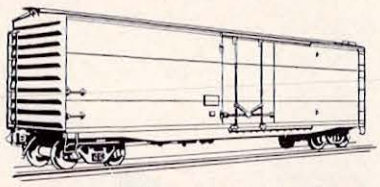
50-ft. Plug-Door Boxcars



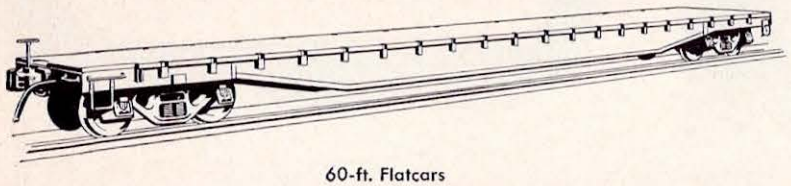
3500-cu. ft. Covered Hoppers



Covered Gondolas



50-ft. Load-Protection Device Cars



60-ft. Flatcars

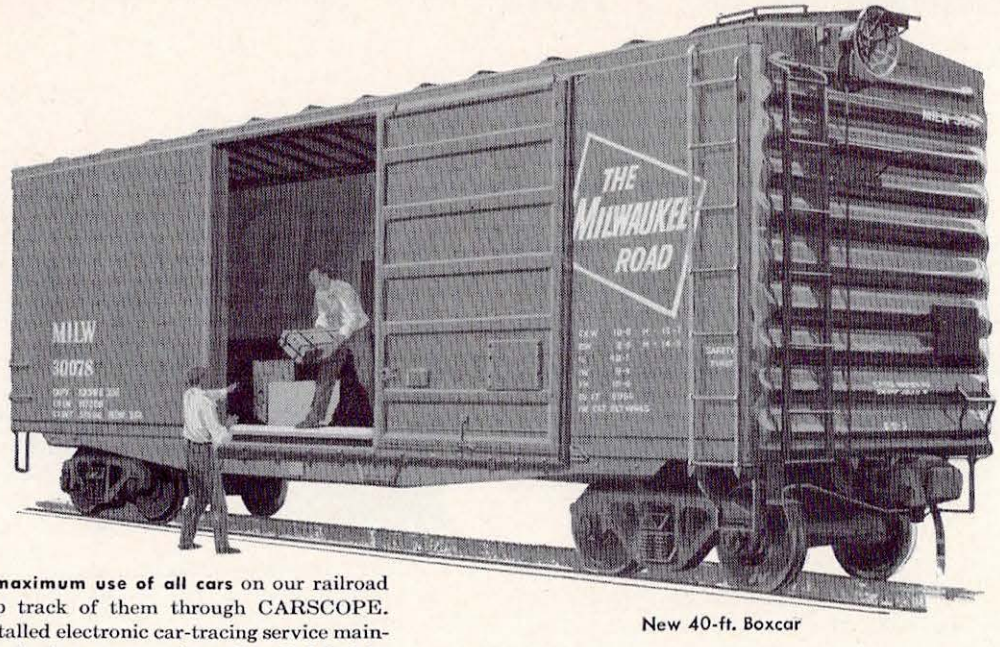
Purchase designed to meet shippers' needs for various types of loading. Grand total is now 1,781 roller-bearing freight cars!

New car purchases are part of the Milwaukee Road's continuing program of modernization and improvement in equipment and service to customers. Just off the assembly line in April and May—650 new 40-ft. and 100 new 50-ft. boxcars (see large illustration below). These cars are equipped with 9-ft. doors for palletized loading. They include a 3-ft. steel kick-plate and lading-strap anchors for the convenience of shippers. Floors are *nailable* steel. Cars are also equipped with roller bearings for smooth high-speed service, making a total of 1,450 roller-bearing boxcars.

The Milwaukee Road, Union Station Bldg., Chicago.

America's resourceful railroad

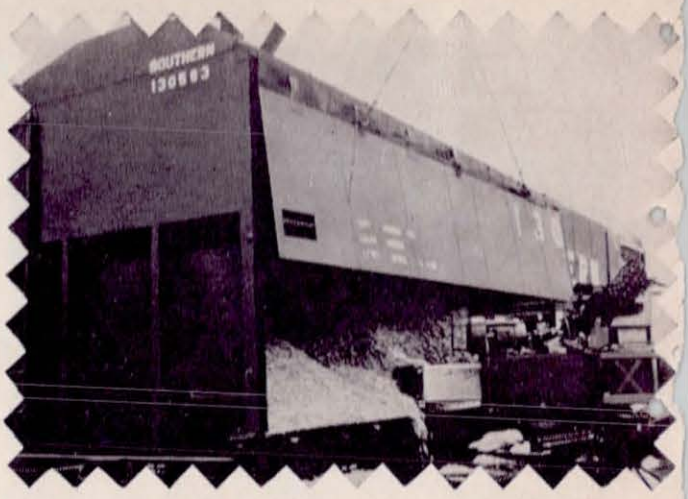
THE MILWAUKEE ROAD



New 40-ft. Boxcar

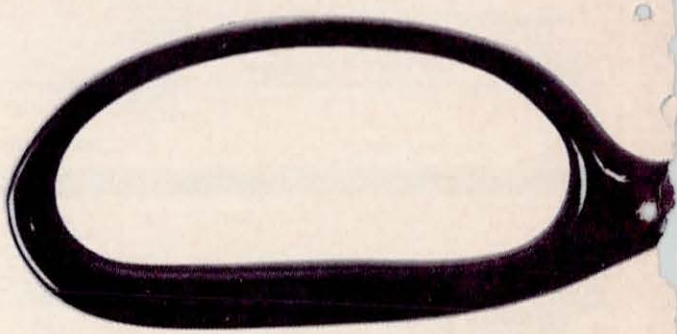
We provide the maximum use of all cars on our railroad because we keep track of them through CARSCOPE. This recently installed electronic car-tracing service maintains a constant check on every piece of loaded freight equipment. It can locate a loaded freight car in a matter of minutes at any hour of the day or night.

Each of these especially designed 3-level freight cars carries 12 standard automobiles or 15 "compacts" from automobile assembly plants to distribution points along the Southern. Unique loading ramp is shown in foreground.

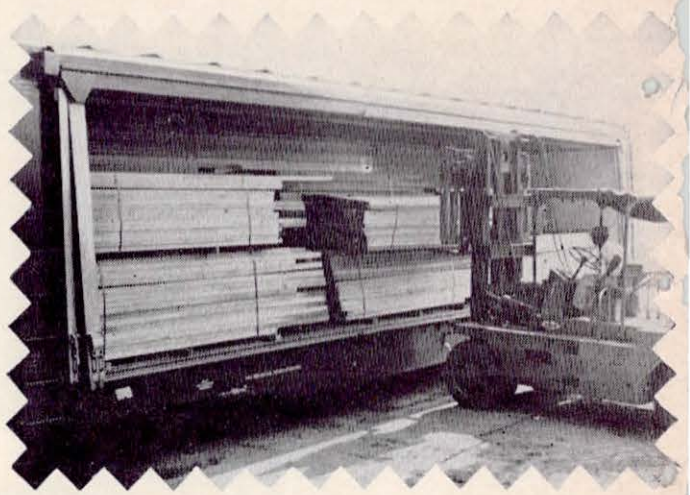


Two new lightweight, high-capacity "wood chip" cars, designed by Southern, do the work of five former ones. This means substantial savings in freight costs. Further savings result from our new, reduced rates for capacity loading.

Our new "Super-cushion" cars have a special, Southern-designed hydraulic absorption device that soaks up coupling shocks, to protect fragile freight. Packaging costs are reduced and expensive crating and bracing are not needed.



This modern way to handle and haul many kinds of freight faster and better is called "containerized rail-highway freight" service. Container-loaded cars like these are moving on the Southern today in ever-increasing numbers.



This new "all-door" freight box car, designed by Southern, has full-length sides that roll up like your overhead garage door. It's ideal for speedy and economical fork-lift loading and unloading of lumber and many other kinds of freight.

New... and custom-tailored to cut freight and handling costs for Southern shippers!

THE CARS you see here have been specifically designed, not only to lower your freight costs, but to reduce your packaging and handling expenses, too. And they are more than just new freight cars. They're "living examples" of Southern Railway's determination to give you low-cost, ever-better service that keeps pace with the changing transportation needs of the fast-growing territory it serves.

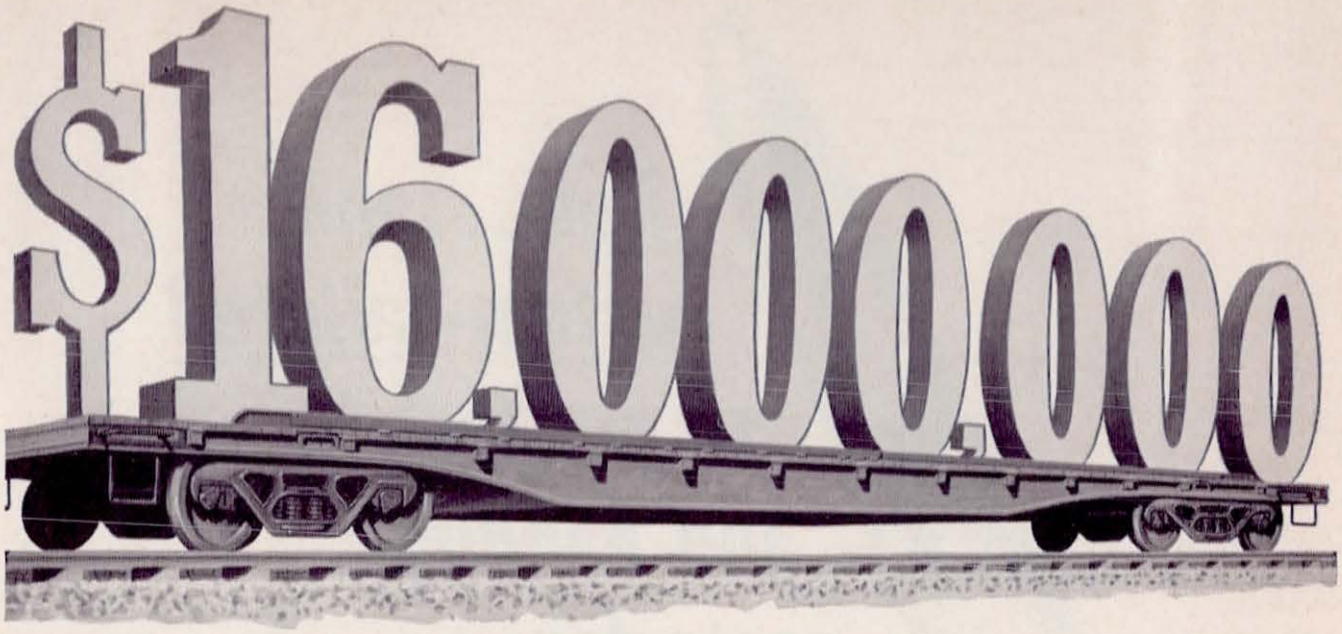
Often this means breaking away from the traditional, doing old tasks in new and better ways. That's fine with us. We will do whatever we can, whenever we can, to offer you the most modern, dependable and efficient rail transportation we can provide.

These new, custom-tailored freight cars are one example of how we are doing it. And there are many more. We hope that putting the accent on your specific needs will mean increased business for us. We *know* it will mean better service for you. Ship Southern and see!

SOUTHERN RAILWAY SYSTEM

"Southern's Accent is on YOU!"

THE SOUTHERN SR SERVES THE SOUTH



Investment for FINER Service to Seaboard Shippers

Now building on the car manufacturers' lines are 1,250 new, modern-design freight cars for Seaboard shippers.

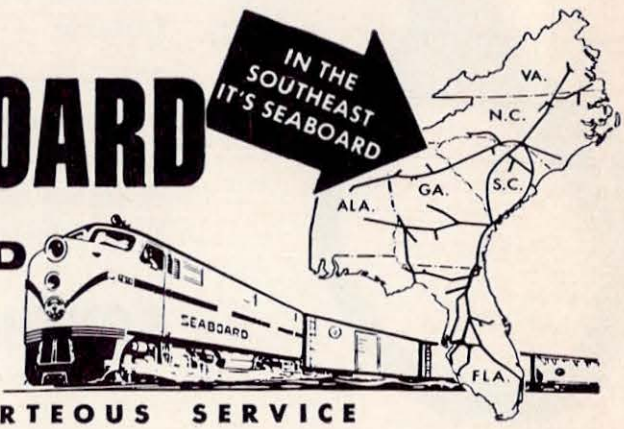
Making up this $16,000,000 order are 500 70-ton cushion underframe box cars, 250 woodchip cars, 100 "jumbo" 90-ton hopper cars, 150 covered phosphate rock hopper cars, and 250 open-top phosphate cars.

We believe that finer service begins with the finest equipment — and we want our customers to have nothing less than the finest.

Remember — *transportation is our business.* Your nearest Seaboard representative will be happy to assist in working out any transportation problem you may have, whether it be rates, schedules, special equipment, or some other phase of shipping. Call him today for professional help.

Growing constantly— Seaboard Piggyback is an apt example of flexible service available for specific-industry use.

SEABOARD
AIR LINE
RAILROAD



THE ROUTE OF COURTEOUS SERVICE

NEW PRODUCTS REPORT

Standard Containers (RA-1)

New standardized containers are said to open up the possibility of "major savings" for all operations associated with transportation, handling or storage of materials.

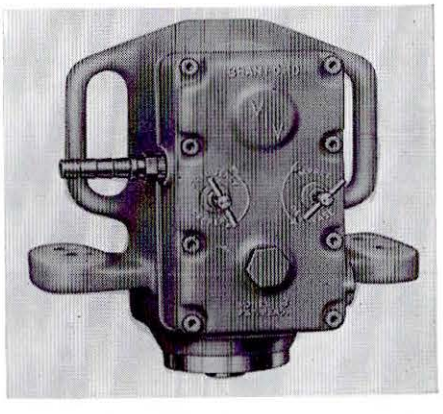
The containers are available in lengths of 44 and 29 in. Both are 36 in. wide and 29 in. in overall height, with 4 in. of underclearance. The dimensions are designed to permit maximum loading in both freight cars and trucks.

Empty containers can be stacked inside each other for return shipping or storing. Typically, three empty units can be fitted into the same space occupied by two loaded containers. A 50½-ft box car, for example, that carries 156 loaded units, stacked three wide and four high, can be returned with 201 empties stacked five high.

The containers feature double-rolled triangular top flanges, deep box-shaped ribs on close centers in the bottom, and end overhang to permit use of chain or cable slings for lifting. Load capacity in relation to tare weight is high. *Republic Steel Corp., Berger Division.*

Refrigeration Units (RA-2)

Following extensive laboratory and road tests, production has begun on four new models of trailer refrigeration units for protection of perishable cargoes. All models are front-mounted, with underslung power units at ground level for easy access or fast replacement. The manufacturer says tests showed maintenance of temperatures as low as —21 deg F, with cost savings of up to 50% from new construction and operating concepts. *Frigikar Corp.*



Variable Vibrator (RA-3)

The "Vibrajust" Variable Impact Vibrator—V.I.V. Model 3—is said to be especially adapted to moving powdered or granular materials in bins or hoppers where low frequency and high impacts are required, especially where low air consumption is an advantage. The vibrator will operate in any plane, with frequency range of from one to 500 vibrations per minute, with 1/6 to 1/50 the air consumption of a conventional vibrator. *Branford Co.*

RAILWAY AGE WEEKLY

PLEASE SEND ADDITIONAL INFORMATION RELATING TO PRODUCTS ADVERTISED ON PAGES

2 3 4 6 8 11 12 13 14 15
20-21 26 27 28 29 30 31 41 42-43 44 49 50-51 55 56

PLEASE SEND ADDITIONAL INFORMATION RELATING TO PRODUCTS DESCRIBED ON PAGES 45 and 46 MARKED

RA-1 RA-2 RA-3 RA-4 RA-5 RA-6 RA-7

NAME ..... TITLE .....

COMPANY .....

ADDRESS .....

CITY ..... ZONE..... STATE.....

12/18/61

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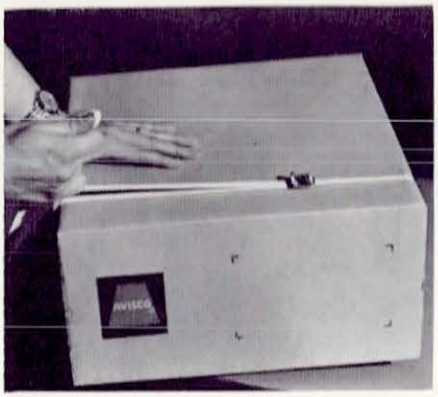
NEW PRODUCTS REPORT

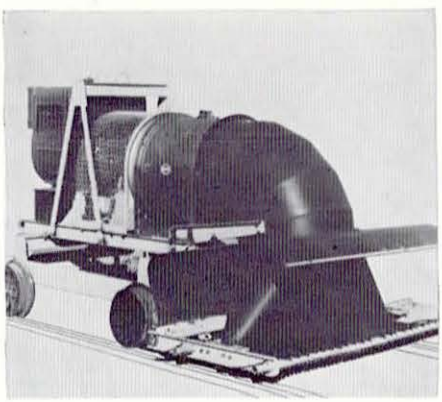


'Avistrap' Buckle (RA-4)

One-piece galvanized steel buckles are now available (patented) for use with "Avistrap" cord strapping, in widths from ¼ to ¾ in. The buckles are easily applied, without tools, to all types and sizes of cartons and packages, and can be used on any part of the package. They are re-usable; eliminate strapping waste, and can, according to the manufacturer, be applied as fast as, or faster than, metal strapping. *American Viscose Corp.*

Box Saver (RA-5)

By making old cartons and boxes "look like new," Crown Tan Box Saver permits re-use of corrugated cartons for miscellaneous packing or transshipping jobs. It also allows economical use of overruns, or minimum-cost switching of cartons from one product to another. The spray-on coating dries fast; covers printing or old labels with a tan coating that matches carton color, according to the manufacturer. *Crown Industrial Products Co.*



Snow Blower (RA-6)

A new air blowing machine has been introduced for removing snow up to 8 in. deep from tracks. Designated the RMC Snow Blower, it is recommended by the manufacturer primarily for yard and switch work although it is stated that the unit can be used to remove snow from ladder tracks. The new machine consists of a 36-hp air-cooled gasoline engine, a low-pressure, high-velocity fan, a 3-in. by 72-in. nozzle directed downward toward the track and a rubber shield to prevent backfilling. Air is delivered through the nozzle at 115 mph. It is claimed that the snow blower will clean switches down to frozen ballast and that it has cleaned up to 20 switches in 25 min in snow that was 4 in. deep. A series of steel-cable fingers is mounted on the front of the machine for loosening the snow between the rails. The unit is available in a skid-mounted model, for use on a push car, a wheel-mounted model and a self-propelled model. *Railway Maintenance Corporation.*

Epoxy Coating (RA-7)

"Epoxy Resiweld" is a new epoxy coating that prevents granular and abrasive materials from sticking to bins, hoppers and other types of storage and materials handling equipment. Inexpensive and easy to apply, it imparts an extra-hard, glass-like covering on practically any surface, to reduce sticking by nearly 100%. It may be brushed, rolled or sprayed, one gal. to 400-500 sq ft, and requires a minimum of drying time. *Frederic B. Stevens, Inc.*

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12/18/61

Market Outlook

Carloadings Drop 2.3% Below Previous Week's

Loadings of revenue freight in the week ended Dec. 9 totaled 560,602 cars, the Association of American Railroads announced on Dec. 14. This was a decrease of 13,099 cars, or 2.3%, compared with the previous week; an increase of 42,984 cars, or 8.3%, compared with the corresponding week last year; and a decrease of 82,263 cars, or 12.8%, compared with the equivalent 1959 week.

Loadings of revenue freight for the week ended Dec. 2 totaled 573,701 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Dec. 2

District	1961	1960	1959
Eastern	85,974	76,341	90,919
Allegheny	98,286	82,302	122,867
Pocahontas	53,013	42,651	52,682
Southern	112,104	107,314	119,208
Northwestern	61,516	56,316	92,029
Central Western	122,729	118,705	128,518
Southwestern	40,079	39,307	43,359
Total Western Districts	224,324	214,328	263,906
Total All Roads	573,701	522,936	649,582
Commodities:			
Grain and grain products	57,712	53,129	50,613
Livestock	4,237	4,820	5,718
Coal	110,914	94,663	120,746
Coke	7,598	5,661	10,680
Forest Products	37,658	34,008	41,328
Ore	22,451	13,323	51,472
Merchandise l.c.l.	25,566	31,059	38,506
Miscellaneous	307,565	286,273	330,519
Dec. 2	573,701	522,936	649,582
Nov. 25	495,089	471,351	574,229
Nov. 18	590,642	567,561	629,895
Nov. 11	605,057	564,595	638,333
Nov. 4	619,413	599,555	561,223
Cumulative total, 48 weeks	26,547,857	28,563,635	28,803,605

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Dec. 2 totaled 12,554 cars, compared with 10,960 for the corresponding 1960 week. Loadings for 1961 up to Dec. 2 totaled 546,471 cars, compared with 515,931 for the corresponding period of 1960.

IN CANADA.—Carloadings for the nine-day period ended Nov. 30 totaled 90,418 cars, compared with 68,415 for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Nov. 30, 1961	90,418	27,786
Nov. 30, 1960	98,484	34,553
Cumulative Totals		
Nov. 30, 1961	3,220,563	1,115,635
Nov. 30, 1960	3,389,608	1,280,736

New Equipment

FREIGHT-TRAIN CARS

► *General American.*—Will build 350 50-ft 5-in. insulated refrigerator cars at its East Chicago, Ind., shops for lease to Miller Brewing Co., Milwaukee, Wis. Scheduled for delivery during March and April 1962, the cars will be equipped with roller-bearings and 8-ft doors and will utilize GATC's patented all-panel construction using polystyrene foam insulation.

► *Illinois Central.*—Plans capital expenditures in 1962 of approximately $23 million, including $17 million for equipment and $6 million for roadway improvements. Company shops at Centralia, Ill., will build 1,166 70-ton hoppers (166 carried over from the 1961 program), 800 50-ft double-door box cars, 200 50-ft damage free box cars and 50 70-ton, 60-ft flat cars. Purchase of 25 70-ton covered gondolas from Thrall Car Manufacturing Co., and acquisition of 66 50-ft insulated box cars from a private builder are also planned under the 1962 program.

► *Reading.*—Ordered 400 85-ton hopper cars from Bethlehem Steel at a cost of approximately $5,000,000. Delivery will begin in March 1962. Cars will be used primarily to move iron-ore pellets.

► *Bad Order Ratio 0.2% Higher Than Last Year.*—Class I roads on Nov. 1, 1961, owned 1,614,033 freight cars, 51,876 less than on Nov. 1, 1960, according to AAR report summarized below. Bad Order ratio was 0.2% higher than on Nov. 1, 1960.

	Nov. 1, 1961	Nov. 1, 1960	Change
Car Ownership	1,614,033	1,665,909	—51,876
Waiting repairs	147,043	148,640	— 1,597
Repair Ratio	9.1%	8.9%	+0.2%

LOCOMOTIVES

► *Illinois Central.*—As part of its 1962 equipment program, will acquire two new E-9 passenger locomotives from EMD at a cost of $504,000.

► *Reading.*—Ordered 20 2,250-hp GP-30 diesel locomotives from EMD at a cost of approximately $4,000,000. Delivery will begin in April 1962.

► *Soo Line*—Ordered two 2,400-hp diesel-electric locomotives from Alco for delivery early in 1962. The road will pay $353,000 in cash, plus trading in two road switchers originally purchased in 1949.

New Facilities

► *Burlington.*—Proposes to purchase 22,000 tons of rail in 1962 to continue the conversion of its Chicago-Denver mainline to all-welded ribbon rail.

► *Illinois Central.*—Will spend $2,300,000 to modernize its hump classification yard at East St. Louis, Ill. The program is scheduled for completion next November.

Frederick J. May
Reading

J. R. Drever
Griffin

C. P. Voll
Griffin

Thomas J. Maher
Eutectic

PEOPLE IN THE NEWS

AKRON, CANTON & YOUNGSTOWN.—**M. A. Kilgore** appointed trainmaster, Akron, Ohio. Position of acting trainmaster abolished.

BANGOR & AROOSTOOK.—**C. C. Morris** will resign as treasurer, effective Dec. 30, but will continue to serve on a consulting basis as assistant to the president. His duties as treasurer will be assumed by **R. D. Plumley,** comptroller and general auditor.

CANADIAN NATIONAL.—Freight and passenger sales forces in Philadelphia, Pa., have been consolidated. **F. J. Foley,** general agent, freight department, named general agent, freight and passenger department. **F. S. Benoliel,** general agent, passenger department, appointed assistant general agent, freight and passenger department.

CHESAPEAKE & OHIO.—**William E. Stone,** passenger trainmaster, Huntington, W. Va., appointed superintendent of piggyback operations, Detroit, Mich., succeeding **William Henschell, Jr.,** resigned. **Melvin R. Guinn,** assistant trainmaster, promoted to trainmaster, Grand Rapids, Mich., succeeding **Martin Mieras,** retired. Former positions of Messrs. Stone and Guinn abolished.

J. L. Strang, Jr., auditor of passenger accounts, Richmond, Va., named auditor of station accounts, Charleston, W. Va. **C. C. Hawk** succeeds Mr. Strang.

Leslie R. Long, tax commissioner, promoted to general tax commissioner, Cleveland, Ohio, succeeding **Fred E. Gleach,** who retired Nov. 30. **A. H. Glass,** chief power and fuel supervisor, Richmond, retired Nov. 30. **A. M. Childers** appointed general car inspector, Richmond and Clifton Forge divisions, Richmond, succeeding the late **J. H. Stroud. R. G. Bias** appointed general foreman—day, and **T. E. Callihan** appointed general foreman—night, Russell Car shops, Russell, Ky.

ERIE-LACKAWANNA.—**David R. Thompson,** vice president—marketing, has retired because of health. **Harry C. Schmidt,** vice president—sales, New York, will take over jurisdiction of all traffic department matters, with headquarters at Cleveland, effective Jan. 1.

David M. Huggins, assistant master mechanic, Youngstown, Ohio, promoted to master mechanic there, succeeding **Loyd G. Robinson,** transferred to Scranton, Pa., with greater responsibilities, replacing **M. B. O'Meara,** retired. **Harry J. Felber,** trainmaster—road foreman of engines, Cleveland, transferred to Kent, Ohio, with greater responsibilities. **Howard B. Hart,** trainmaster-road foreman of engines, Port Jervis, N. Y., named general supervisor of air brakes, Cleveland.

GULF, COLORADO & SANTA FE.—**J. G. West** appointed valuation engineer, Galveston, Tex., succeeding **J. N. Olson,** retired.

MINNEAPOLIS, NORTHFIELD & SOUTHERN.—**W. W. Monette,** traveling freight agent, Missouri-Kansas-Texas, Birmingham, Ala., appointed general agent, MN&S, Birmingham, succeeding **A. P. Vandergrift,** who was general agent at Memphis, Tenn.

NEVADA NORTHERN.—**F. E. Agan,** general freight and passenger agent, East Ely, Nev., appointed traffic manager, succeeding **R. E. Taylor,** retired.

NICKEL PLATE.—**H. B. Mason.** trainmaster, Delphos, Ohio, named terminal trainmaster, Madison, Ill., succeeding the late **J P. Welsh. A. E. Miller,** general yardmaster, Lima, Ohio, promoted to trainmaster, Toledo division, Clover Leaf district, at Delphos. **A. E. Filsinger,** assistant trainmaster, Sandusky and New Castle divisions, Muncie, Ind., named yardmaster, Lima.

NORFOLK & WESTERN.—**Robert M. Stickley, Jr.,** assistant to the general superintendent motive power, Roanoke, Va., named chief chemist, succeeding the late **C. L. Crockett.**

NORFOLK SOUTHERN.—**Dan Starker** appointed general agent, 30 Church Street, New York.

READING.—**Frederick J. May** appointed assistant to the president (RA, Dec. 11, p. 34.) Mr. May has been chairman of the Operating Committee since February. Prior to that he served as superintendent of the car department for a year.

RICHMOND. FREDERICKSBURG & POTOMAC.—**L. L. Nichols,** assistant to the comptroller, Richmond, Va., named assistant comptroller. **G. R. Smith,** additions and betterment accountant, succeeds Mr. Nichols as assistant to comptroller. **R. M. Carter,** secretary to comptroller, assumes additional duties as office manager. **J. T. Rice** transferred from special accountant to internal auditor. **R. F. VanderAarde,** valuation accountant, named capital expenditures accountant. **N. V. Cutchin, Jr.,** junior accountant, named special accountant.

SEABOARD.—**Bevil P. Beard,** traveling passenger agent, Atlanta, Ga., appointed assistant general passenger agent, Columbia, S. C., effective Dec. 31, succeeding **J. L. Carter,** retiring.

T. Hudson King, transportation supervisor, Richmond, appointed assistant general superintendent transportation there.

UNION PACIFIC.—**Kenneth G. Carlson,** general freight traffic manager, Omaha, Neb., will retire at the end of the year. **Norman B. Marvin** and **Charles O. Showalter,** freight traffic managers, Omaha, promoted to general freight traffic managers there. Mr. Marvin will have jurisdiction over freight sales and service and Mr. Showalter will be in charge of rates and divisions.

Supply Trade

J. R. Drever, formerly president of **Griffin Wheel Co.,** Chicago, and **Griffin Steel Foundries Ltd.,** Canada, subsidiaries of **American Steel Foundries,** has been named president of the ASF Research Laboratory, Bensenville, Ill. **C. P. Voll,** treasurer and controller of Griffin Wheel, succeeds Mr. Drever as president of the two companies. **R. H. Wellington** and **C. F. Strom,** vice presidents of Griffin Wheel, elected vice presidents of ASF.

Thomas J. Maher has been named manager, railroad industry sales, **Eutectic Welding Alloys Corp.,** Flushing, N.Y. With Eutectic since 1948, Mr. Maher's activities included servicing railroad accounts. Increased demand for technical services from railroad sources necessitated the forming of a separate industrial sales division.

Harry M. Grayson, Jr., associate editor of **Railway Age** since 1958, resigned effective Dec. 26 to accept the position of senior writer, employee communications, with **Shell Oil Co.,** in New York City. Mr. Grayson also served as eastern editor of **Railway Purchases & Stores.**

Paul Talmey, vice president in charge of research and development, **General American Transportation Corp.,** has been appointed director of market research. **William O. Graham** has been appointed director of purchases. **Emerson J. Lyons** has been named head of the newly-created coordinated equipment division. **Charles L. Cogswell** appointed manager of the Government division. **Harland J. Thompson,** formerly manager of operations at the Compton, Calif., plant of **Fuller Co.,** a GATC subsidiary, has been named general manager of the Sharon, Pa., plant. **E. J. Kelly,** process equipment engineer, named manager of the process equipment department.

Louis Colosimo has been appointed eastern regional tool sales and service representative for **Huck Manufacturing Co.,** at Newark, N. J. Huck manufactures precision fastening systems used in railroad applications, as well as aircraft, missile, automotive, marine, construction and electronic applications.

Edwin B. Hatch, John P. Weeks and **Frank E. Bullard** have been appointed closed-circuit television sales managers, **Motorola Communications and Electronics, Inc.,** at Fair Lawn, N. J., Atlanta, Ga., and Chicago, Ill., respectfully.

Carey A. Evans has been named vice president in charge of engineering, **Liquidometer Corp.,** Long Island City, N. Y.

Charles B. Seelig, marketing manager, **General Electric Co.,** Schenectady, N. Y., has been named vice president—marketing, **LeTourneau-Westinghouse,** Peoria, Ill.

Effective Nov. 28, the Pennsylvania district office, **Portland Cement Assn.**, moved from 1528 Walnut Street, to 1500 Walnut Street, Philadelphia 2. **L. E. Jordan** is dis-

trict engineer there.

B. F. Benning will become Eastern district sales manager, **Graybar Electric Co.**, Long Island City, N. Y., effective Jan. 1. Mr. Benning was formerly general lamp and lighting sales manager at New York. **J. J. Barry, Jr.**, was recently appointed assistant advertising manager.

Thomas W. Russell, Jr., has been elected president and a director of **Dominion Brake Shoe Co., Ltd.**, Canadian subsidiary of **American Brake Shoe Co.**, succeeding **Kenneth T. Fawcett**, who has been granted a leave of absence for reasons of health. Mr. Russell will continue as a vice president of American Brake Shoe, and has been named to its Management Committee. **Victor L. Persbacker**, vice president and comptroller of American Brake Shoe, will be proposed to the board for election as vice president and treasurer, to succeed Mr. Russell. Mr. Persbacker would also become American Brake Shoe's chief financial officer. **Rush M. Forquer, Jr.**, will be proposed for election as comptroller of American Brake Shoe, succeeding Mr. Persbacker.

John Reine elected executive vice president of **Graybar Electric Co.**, New York.

Robert D. Crompton, former public relations officer of the **Reading**, has been named director of press relations of the **Atlantic Refining Co.**, Philadelphia, a new post.

Effective Jan. 1, **Armco Drainage & Metal Products, Inc.**, will become the Metal Products Division of **Armco Steel Corp.**

Industrial Traffic

Leon J. Souren, assistant traffic manager, **Kennecott Copper Corp.**, has been appointed general traffic manager, succeeding **Ralph E. Taylor**, who retired Nov. 30.

Gilbert P. Church, manager, Development Division, **E. I. du Pont de Nemours & Co.**, has been appointed assistant director, Traffic department, succeeding **Thomas A. Frazer**, who will retire Dec. 31 for reasons of health. **Roland W. Puder**, assistant manager of the development division, has been promoted to manager.

William R. Hayn, assistant to the manager, Southwest Traffic Division, **Atlantic Refining Co.**, has been named manager of that division at Dallas, Tex., with the title of Southwest transportation representative. He succeeds **Thomas M. Moore**, who retired in November.

Charles H. Wager, general traffic manager, **Shell Oil Co.**, and **Shell Chemical Co.**, has been elected vice chairman of the **National Industrial Traffic League's** executive committee.

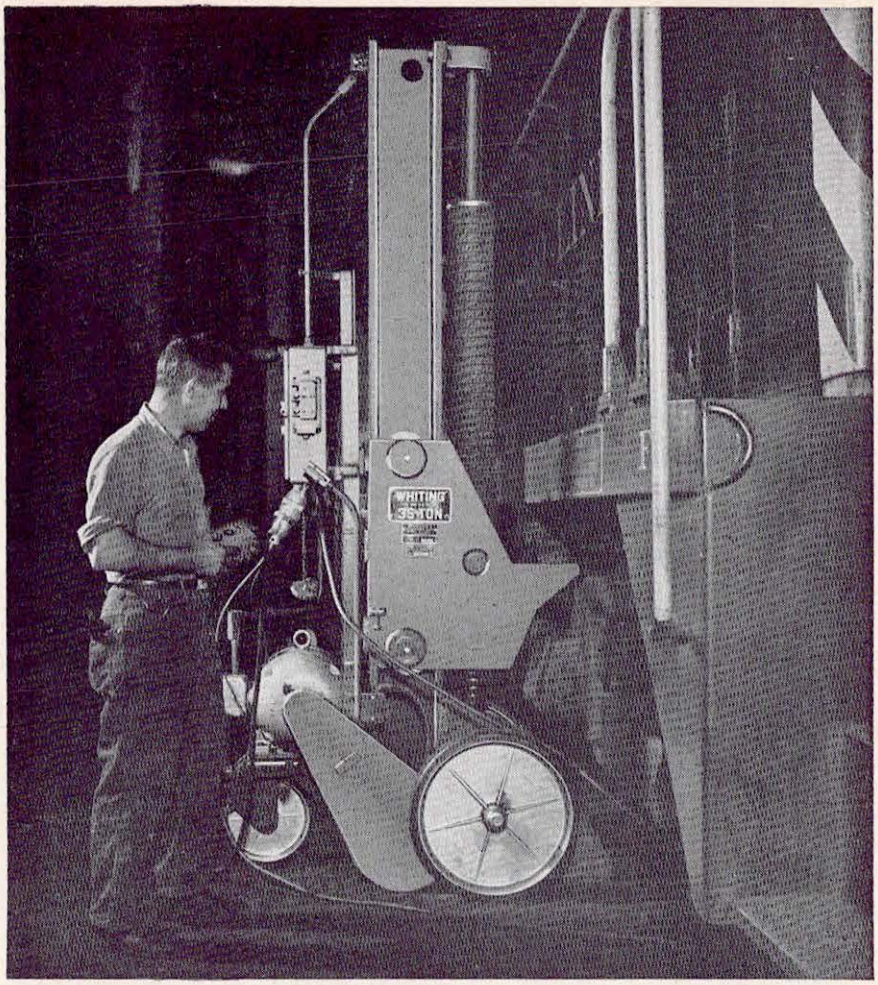
OBITUARY

Arthur H. Brown, 44, general traffic manager, **St. Regis Paper Co.**, died Dec. 7 at his home in White Plains, N. Y.

Steven E. Pilson, 44, assistant traffic manager, **Milwaukee**, New York, was killed in an automobile accident there, Dec. 6.

Worth Rogers, former general superintendent of communications, **Missouri-Pacific**, who retired Sept. 1951, died Oct. 30 in a hospital in St. Louis. He would have been 79 years old Dec. 20.

WHITING PORTABLE JACKS



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One man wheels them into position and presses a button, operating either two or four jacks in unison. Powerful electric motors provide simultaneous lift of as much as 4′ 7″ *at the rate of 9″ per minute!*

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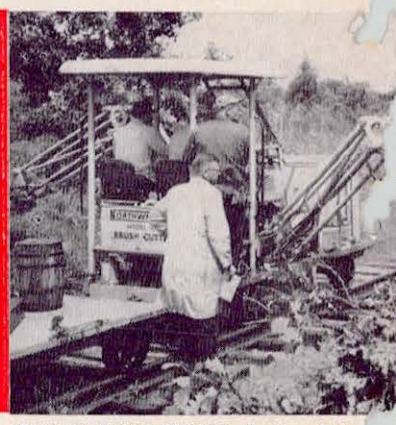
RAILROAD EQUIPMENT

How the C.&N.W. meets the

C&NW HOTSHOT FREIGHT No. 255 bound for Council Bluffs, Iowa, out of Proviso Yards. White lines on time-exposure photo were made by lantern during engine inspection. Mobil is an important supplier of diesel fuels and lubricants to C&NW.

REVITALIZED COMMUTER SERVICE has won commendation of the riders and mass transit experts throughout the country. New push-pull trains with double-decker cars are air conditioned. Mobil Air Filter Saturant on filter elements helps keep cars clean. Diesel locomotive pushes trains to Chicago using lead-car remote control —pulls cars on return trip.

QUANTOMETER "blood tests" oil samples from C&NW's 497 diesel engines in road service every week (258 switchers each month) . . . reveals trace elements that signal possible engine trouble. C&NW used this ultra-sensitive instrument in evaluating new Mobilgard 412 diesel oil, found it thoroughly satisfactory, especially in resisting soot level build-up.



UNIQUE BRUSH CUTTER, designed in c operation with C&NW, uses 7-foot chain saws mounted on pantograph arms that reach out 21 feet—cuts brush and trees up to 6½ inch diameter. Pantograph permits saw to parallel grade and fold close to car when not in use. The unit is powered by an air-cooled gasoline engine

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...ll-out drive toward profitable ...peration emphasizes improved ...ervice and economy

...llenged like other roads by loss of business to competing ...odes of transportation, higher costs and accompanying finan...ial problems, the Chicago & North Western has won general ...cclaim with its aggressive countermeasures.

A new management, starting in the year 1956, brought a new ...hilosophy: Despite special handicaps, railroading is a business ...any other . . . responds to the same management techniques ...at prove successful in other industries.

This viewpoint has been implemented by aggressive marketing, ...educing unprofitable operations, opposing restrictive legislation ...nd improving competitive position through physical and finan...al rehabilitation.

...esults of these bold steps have been dramatic, with marked ...mprovement in service and revenues.

Operating results in 1961 were the best in several years, and ...he C.&N.W. faces the future with confidence.

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Mobil lubricants, Mobil diesel fuels, and Mobil experience play a prominent part in the operation and maintenance of railroad rolling stock. Here are some of the ways in which Mobil may be able to help you:

PRODUCT—Mobil products have proven themselves in actual performance on America's leading railroads. They're always of highest quality . . . uniformly consistent.

RESEARCH—Mobil's never-ending research on fuels, lubricants, and refining processes results in continually improved products for you.

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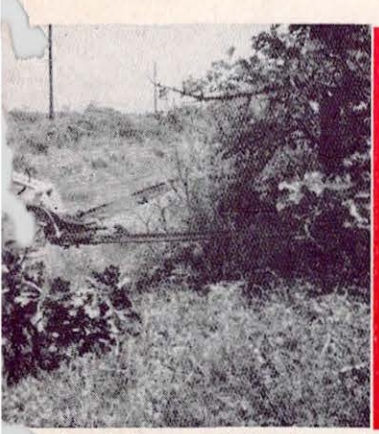
TECHNICAL INFORMATION—Mobil freely distributes technical information to interested railroad personnel. Both the pros and cons of technical problems are thoroughly and frankly presented.

SUPPLY POINTS—Strategic location of 13 refineries and 20 compounding plants provides convenient supply points.



...ydraulically controlled motive and ...wing power. Traveling speeds along the ...ack range up to 35 mph. C&NW's ...licy is to investigate and act on every ...ssibility of saving, major and minor, as ...ll as every possibility for improvement ... service to attract freight and pas...nger traffic.

ELECTRONIC CAR RECORDS, IBM punch cards, 73 transceivers and 17,000 miles of leased circuits keep Chicago headquarters posted on the locations, movements, loads, of 50,000 loaded and empty freight cars. Automatically transcribed lists are rushed to yards ahead of train arrivals—are invaluable for operations, tracing, revenue accounting, management and sales.

STREAMLINING SUPPLY DELIVERIES. Mobil's W. S. Wilson (glasses) and C. T. Crumrine, Dir. of Purchases and Stores, check petroleum product delivery points on system map. Under C&NW's "value analysis" purchasing policy, Mobil delivers direct to requisitioning points, saving redistribution expense . . . palletizes Mobil Curve Grease 1105 for easy handling.

You Ought To Know...

Southern Pacific now accepts "collect" and "order notify" shipments destined for delivery to all points on its lines in Texas and Louisiana, permitting collect shipments to consignees at some 550 additional stations where SP does not maintain agents.

The temporary restraining order won by the railroads in the truck competitive case at St. Louis was upheld by a three-judge district federal court when it was appealed by the motor carriers. The order is against the ICC ruling which condemned exception ratings on agricultural implements (RA, Dec. 11, p. 9). Arguments toward a final disposition will be heard at federal district court in St. Louis Feb. 2.

Chicago's last RDC passenger service, C&EI's "Meadowlark," operating daily between Chicago and West Vienna in southern Illinois, will be discontinued January 7 (RA, Feb. 13, p. 54). Illinois Commerce Commission also authorized C&EI to discontinue the substitute motor service operated in conjunction with the "Meadowlark" between West Vienna and Joppa, Ill.

Final oral argument on Chicago North Shore & Milwaukee's petition for a certificate to permit abandonment will be heard by the ICC on Jan. 3.

Pullman-Standard will install a 2,500-ton self-contained hydraulic press at its Butler, Pa., carbuilding plant. The new press, costing in excess of $250,000, will be installed before June 1, 1962. P-S reports that the trend toward freight cars of greater tonnage and cube capacity requires production equipment with capacity for handling larger and heavier car parts.

Settlement of a dispute between the International Organization of Masters, Mates and Pilots and the Reading has been brought about by a Presidential emergency board. The case involved the railroad's tugboat operations in the Philadelphia-Wilmington harbor areas.

Operation of an automatic subway train between Times Square and Grand Central Terminal has been postponed until after a new contract is signed between New York City Transit Authority and the Transport Workers Union. A threatened TWU strike was averted when Arbitrator Theodore W. Kheel ordered the NYCTA to postpone the contemplated Dec. 15 running of the crewless train.

"Never Argue with a Train" is the title of a public-service motion picture released by the Illinois Central. The 13-minute, 16-mm, black-and-white movie emphasizes dangers at highway-rail crossings and the care motorists must exercise to avoid auto-train collisions. It is available for showing to school, civic, business and other groups, or for television.

In a transportation move relatively new to the Pacific Northwest, six Portland, Ore., manufacturers have formed a non-profit shipping association to combine shipments of finished products to eastern markets. The firms will group their tonnage for dispatch of two weekly piggyback trailers to Chicago, with truck delivery beyond.

A new "Golden Triangle" district of the Canadian Industrial Traffic League is in process of formation. It will extend from Kingston, Ont., north to Chalk River, east to the Quebec border along the Ottawa river, and south to the St. Lawrence.

Plans for "Operation Sixty-Two" will be initiated at an RPI committee meeting this week. "Operation Sixty-Two" will be the implementation of RPI's program of action which seeks new depreciation rates on railway equipment and establishment of the so-called construction reserve funds (RA, Nov. 27, p. 33).

Lawyers for the Railway Labor Executives' Association, who withdrew from resumed hearings in the Northern Roads' merger case on Dec. 5, will have a chance to cross-examine railroad witnesses in mid-January. RLEA had asked postponement of the Dec. 5 hearing to allow more time to prepare for cross-examination, but the ICC let the date stand (RA, Dec. 11, p. 32). Last week, the railroads advised RLEA counsel that when hearings resume again in January the carriers will "tender any of our witnesses whom you may designate for cross-examination."

American Transportation Research Forum will hold its second annual meeting concurrently with American Economic Association and Allied Social Sciences in New York, Dec. 27-29. The program opens with an address by O. M. Solandt, vice president, research and development, CN, on economic research in transportation and includes forums on Transport Cost and Pricing Policy, Coordination of Transportation Facilities and Current Transportation Research.

ACL has won the Florida Public Relations Association's gold medal for excellence in recognition of a "thorough and effective" public relations program carried out in connection with the move of Coast Line's general offices from Wilmington, N.C., to Jacksonville, Fla., last year. Donald T. Martin, ACL's assistant vice president in charge of public relations, accepted the award.

New "key-point" terminals, have been opened by REA Express at San Carlos, Calif., and Grand Rapids, Mich. The San Carlos terminal cost $188,000; the Grand Rapids facility, $200,000.

Two-in-One

This issue of Railway Age is a two-in-one edition. The Dec. 25 issue has been combined with the Dec. 18 issue. With the New Year holiday also falling on a normal Railway Age publication date, the Jan. 1 and Jan. 8 issues will be combined in an edition that will be mailed on Jan. 3.

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by Lawrence W. Sagle

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A separate section is devoted to operating problems, and covers the work of the train conductor, schedules, train orders, the function of the classification yard and the break-bulk station, moving fast freights over the rails, and similar subjects which give the reader an inside view of this aspect of American transportation.

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A Christmas Question

Of the hundreds of tons of printed and mimeographed paper consumed each year in expounding and debating the "transportation problem," only a negligible fraction gets right down to the basic trouble that afflicts the industry. The same may be said for the thousands of man-hours of time spent by speakers making speeches and audiences in listening to them.

There are able expositions of particular problems in transportation economics, and some rabble-rousing anti-economic talking and writing. There are explanations of ingenious innovations in transportation technology, reports of improved and increased ventures in physical and market research, and suggestions for improvement of personnel and more harmonious union-management relations.

But what about the application of recognized and generally accepted moral and ethical principles to the transportation industry?

Most people—for some rather obscure reason—seem hesitant to take a public position in favor of good will and generosity, except perhaps at this season of the year. For a couple of weeks now they will be extending greetings to each other, often of considerable mutual regard and even affection. We suspect that there is frequently a great deal of truth behind these sentiments. The trouble is, though, that, all too often, affectionate and moral and even pious words are made to serve as substitutes for affectionate and moral and pious behavior.

Let's just take one of the best known principles of the Christian religion, the so-called Golden Rule—which is also accepted, at least in the abstract, by many people without religious affiliations.

Is the Golden Rule being observed by the business interests which defend their use of toll-free and tax-exempt inland waterway facilities, while not insisting upon equivalent treatment for railroad transportation? And while acquiescing in the denial of the right of railroads (alone of all other business enterprises) to engage in this favored form of transportation?

Does it accord with the Golden Rule that billions of taxpayers' money should be spent for highway and airport expansion, with no thought whatever being given to the effect of such lavish expenditure on the privately-financed and equally necessary railroads?

Is it observing the Golden Rule to subject railroads to rigid regulation as to rates and service and to exempt two-thirds of truck transportation and 90% of waterway transportation from any regulation whatever—while the regulation applied to the fractions of highway and waterway transportation that are regulated is much less severe than that applied to railroads?

In relations between railroad managements and labor organizations, there is a large area where application of the Golden Rule—with both parties practicing its teachings simultaneously—could bring mutual benefits of the highest importance. It's all a question of building up a mutual determination toward cooperative action. Working toward a goal like this involves difficulties that may seem insurmountable, but the rewards of success would be enormous to both sides.

This paper does not self-righteously contend that those of us who are engaged in railroad journalism are activated unalterably and at all times by motives grouped under the general heading of "the Christmas spirit"—but, anyhow, we're giving the question some critical attention. If the movement in that healthy direction could become more widespread than it is, then all of us would become more courageous. All participants would gain more than they would lose, if the movement in the direction of higher moral standards were made on a wide front.

TIME TO CHOOSE UP SIDES

Maybe it is quixotic on our part to talk about industry problems in terms of practical morality and the tenets of this country's most widely supported religious establishments—but, if so, why? Our political and economic institutions are founded on these tenets and, to some degree at least, all of us observe them. Most men dislike to discuss such questions, lest they be suspected of weakness. There is a respite from this attitude around Christmas time, when they let down their inhibitions a little. That's why we venture to raise this question now.

And let's face the whole truth, now that we are at it: *The difficulties of the transportation industry in this country—including the issues between the various modes, as well as labor-management and customer-supplier issues—would all be largely resolved by a conscientious application of the simple moral and religious principles, widely accepted by most Americans*—agreement with which is given its nearest approach to general expression at this season of the year.

The man among us—in the transportation industry, or among its customers and suppliers—who exudes expressions of good will toward men at this time, and yet remains unwilling to do his best to apply the Golden Rule wherever he can in the transportation industry—what must the judgment be of such a fellow, anyhow? Whose side is he on?

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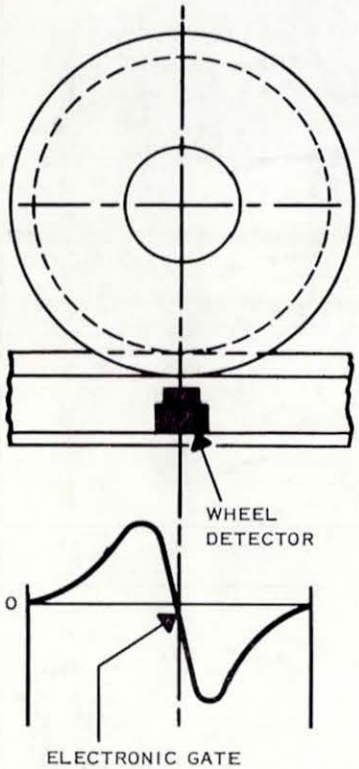

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